



Specialized Purchasing Consultants

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www.spccopypro.com

2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

John Backus
RSU 87 / MSAD 23
44 Plymouth Road
Carmel, ME 04419



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

September 2016

Skip Tilton
President

Corporate Office:
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John Backus
RSU 87 / MSAD 23
44 Plymouth Road
Carmel, ME 04419

Dear John:

VISIT US ON THE WEB:
www.spccopypro.com

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 14 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade, or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer features that normally cost thousands of dollars at no additional charge for our clients.



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



The SPC Team Continued....



Pamela Weed

Client-Vendor Relations

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer

industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



Equipment Health Status

Total Number of Machines:	31
Total Black Photocopiers	9
Total Color Photocopiers	6
Total Black Network Printers	13
Total Color Network Printers	3
Total Removed from Service:	1
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	7
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	2/1/2013
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2018
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 John,

It has been three years since your last upgrade and you will benefit from an onsite visit and an upgrade since costs have come down over the years. In order to stay ahead of the end of contract, that upgrade could take place around spring of 2017 . At that time you could address the 7 machines approaching the end of their warranty. I am confident that there are other needs that an onsite visit we will be able to address. It is always good to stay ahead of the reliability curve.

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
Caravel Middle School	Conference Room 3	Konica Minolta BH601	A0PP011001283	BUDGET	12/2008
Carmel Elementary School	1st Grade Portable Room 21	Konica Minolta MC 5670	A0EA012005028	BUDGET	07/2008
Carmel Elementary School	Library	Konica Minolta MC 5670	A0EA012005033	BUDGET	07/2008
SAD 23 Bus Garage	Main Office	Lexmark x463	35PCD99	BUDGET	06/2009
Suzanne M. Smith Elementary School	Computer Lab Room 203	Konica Minolta BH601	A0PP011005482	BUDGET	12/2008
Suzanne M. Smith Elementary School	Title 1 Portable Room 142	Konica Minolta MC 5670	A0EA012005029	BUDGET	07/2008

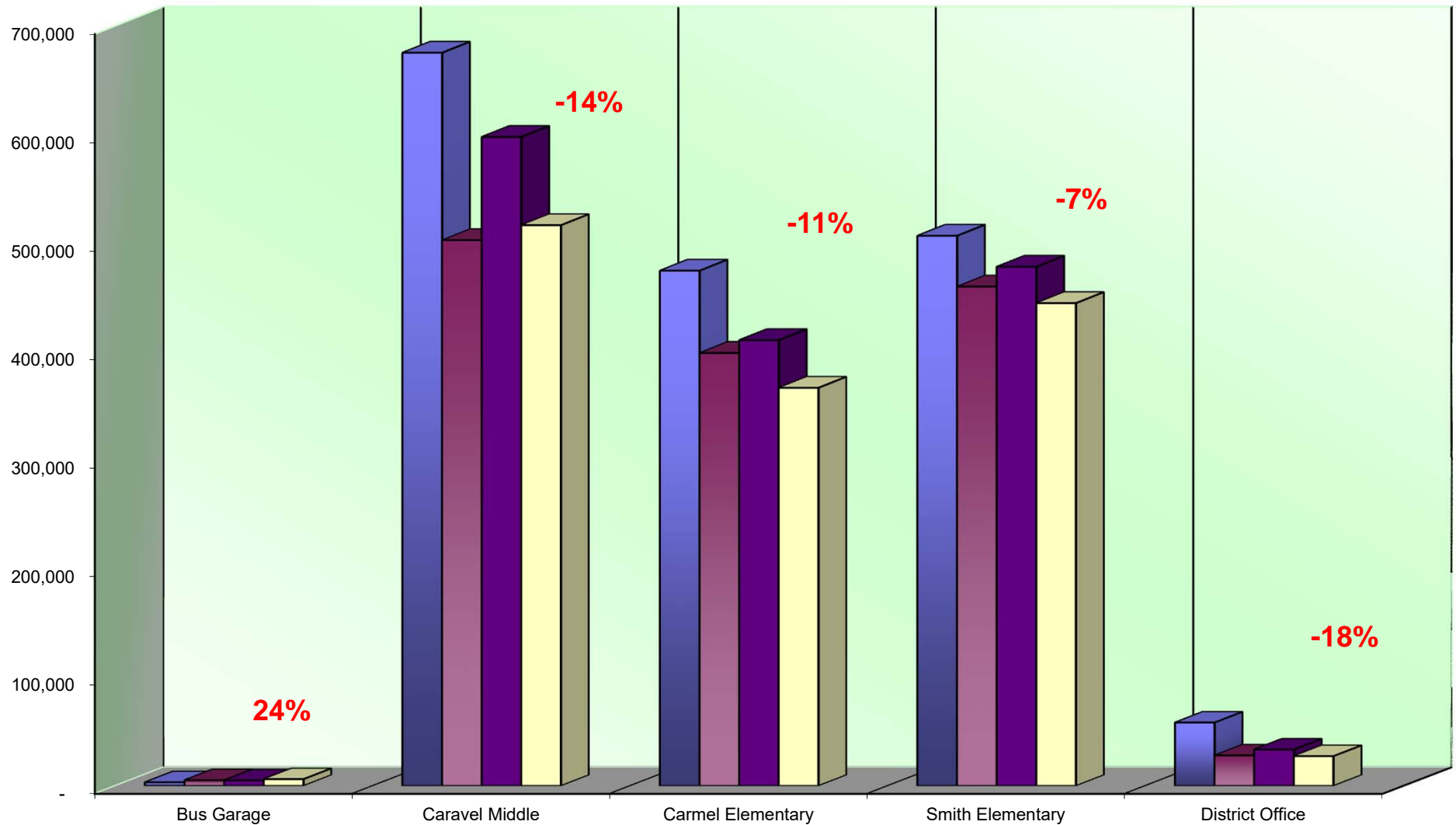
Warranty Replaced Machines

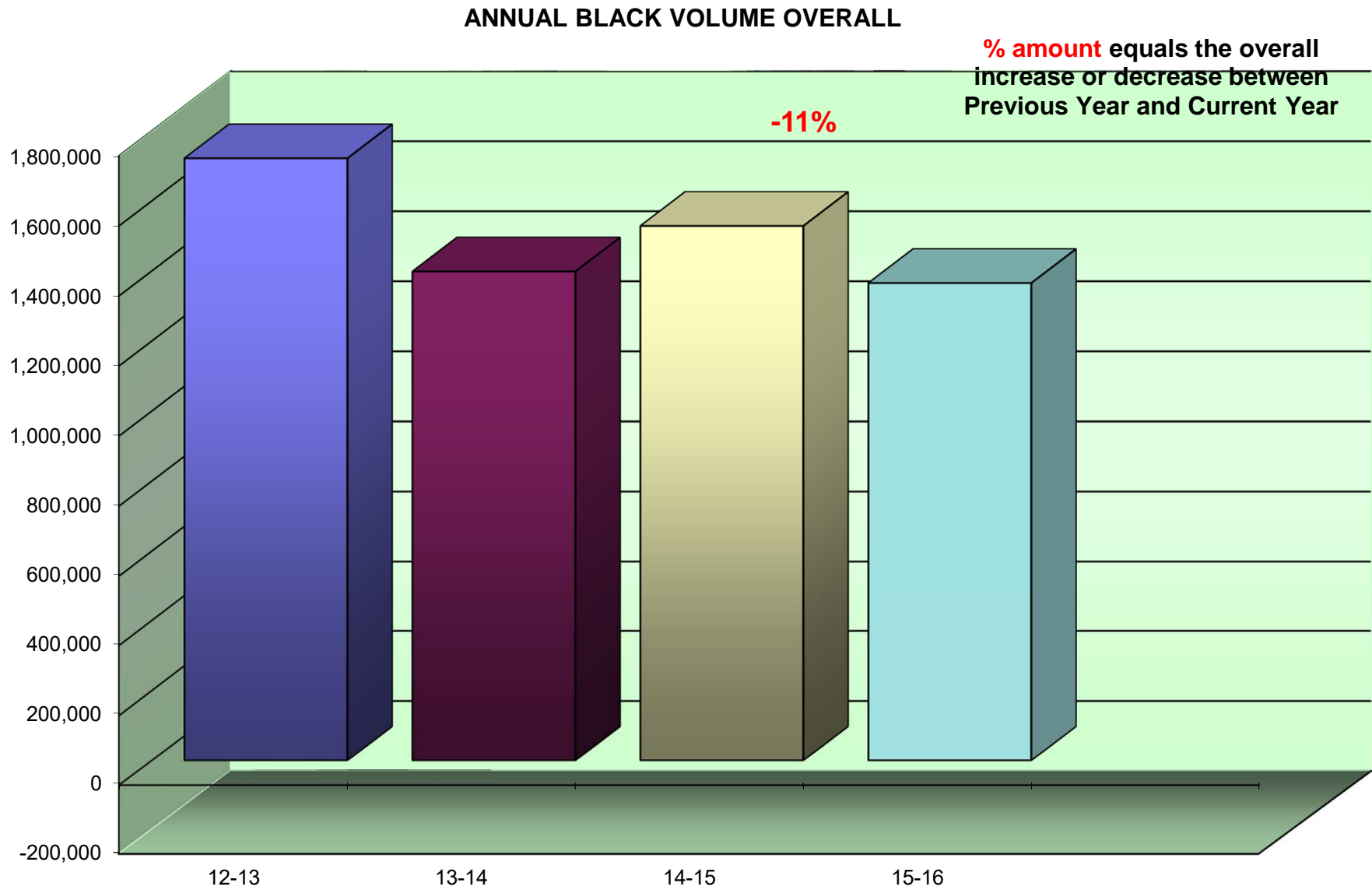
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Suzanne M. Smith Elementary School	Teachers' Room 1st Floor	Konica Minolta BH601	A0PP011009134	15881	8/15/2015

ANNUAL BLACK VOLUME BY BUILDING

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





Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Caravel Middle School	215	517,030	\$10,623.43	2,405	\$49.41
Carmel Elementary School	180	367,847	\$7,449.76	2,044	\$41.39
SAD 23 Bus Garage	0	6,320	\$126.69	0	\$0.00
SAD 23 District Office	0	28,069	\$577.26	0	\$0.00
Suzanne M. Smith Elementary Sch	239	445,527	\$9,104.75	1,864	\$38.10
<i>Totals</i>	634	1,364,793	\$27,881.89	2,153	\$43.98

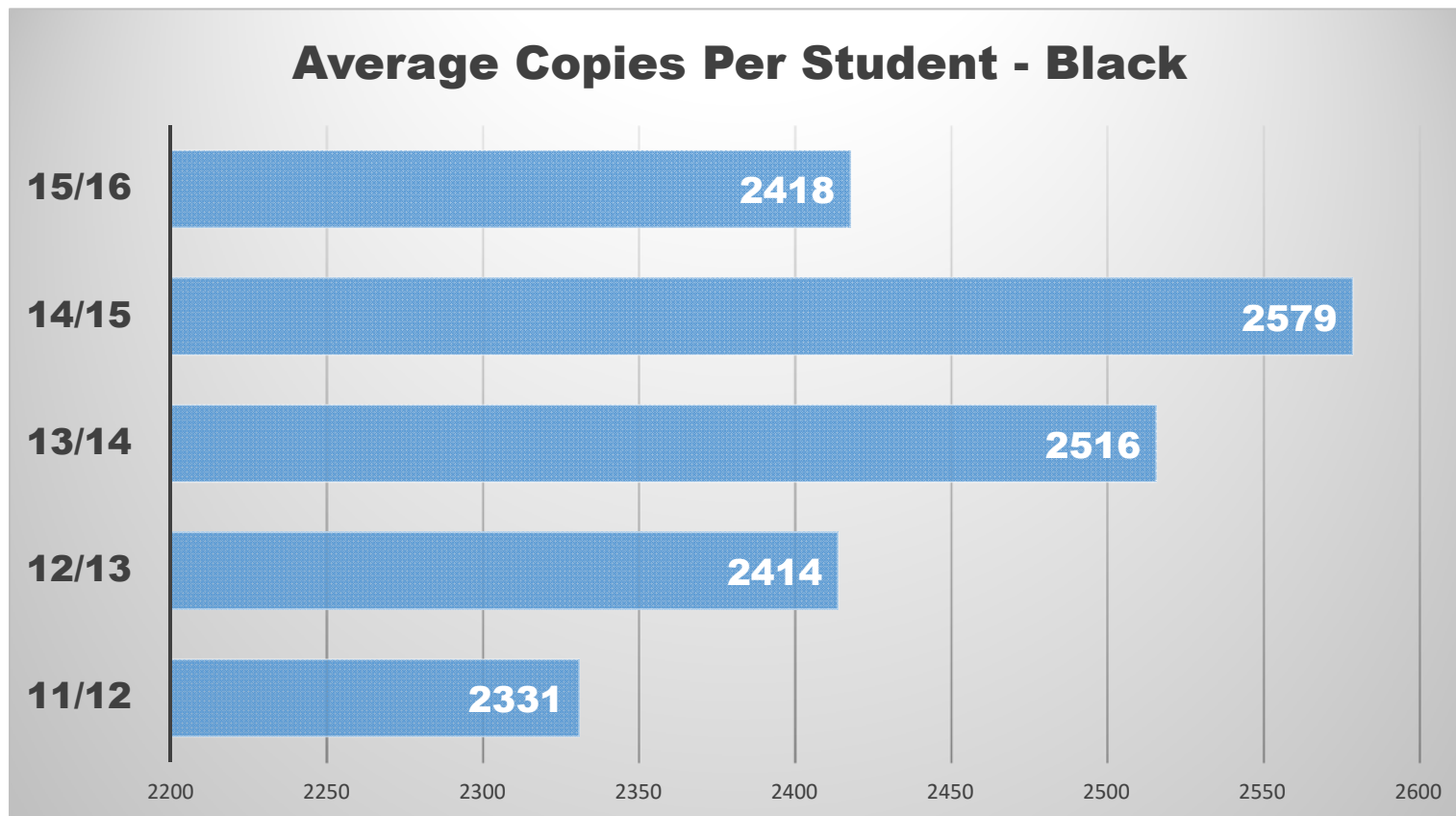
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

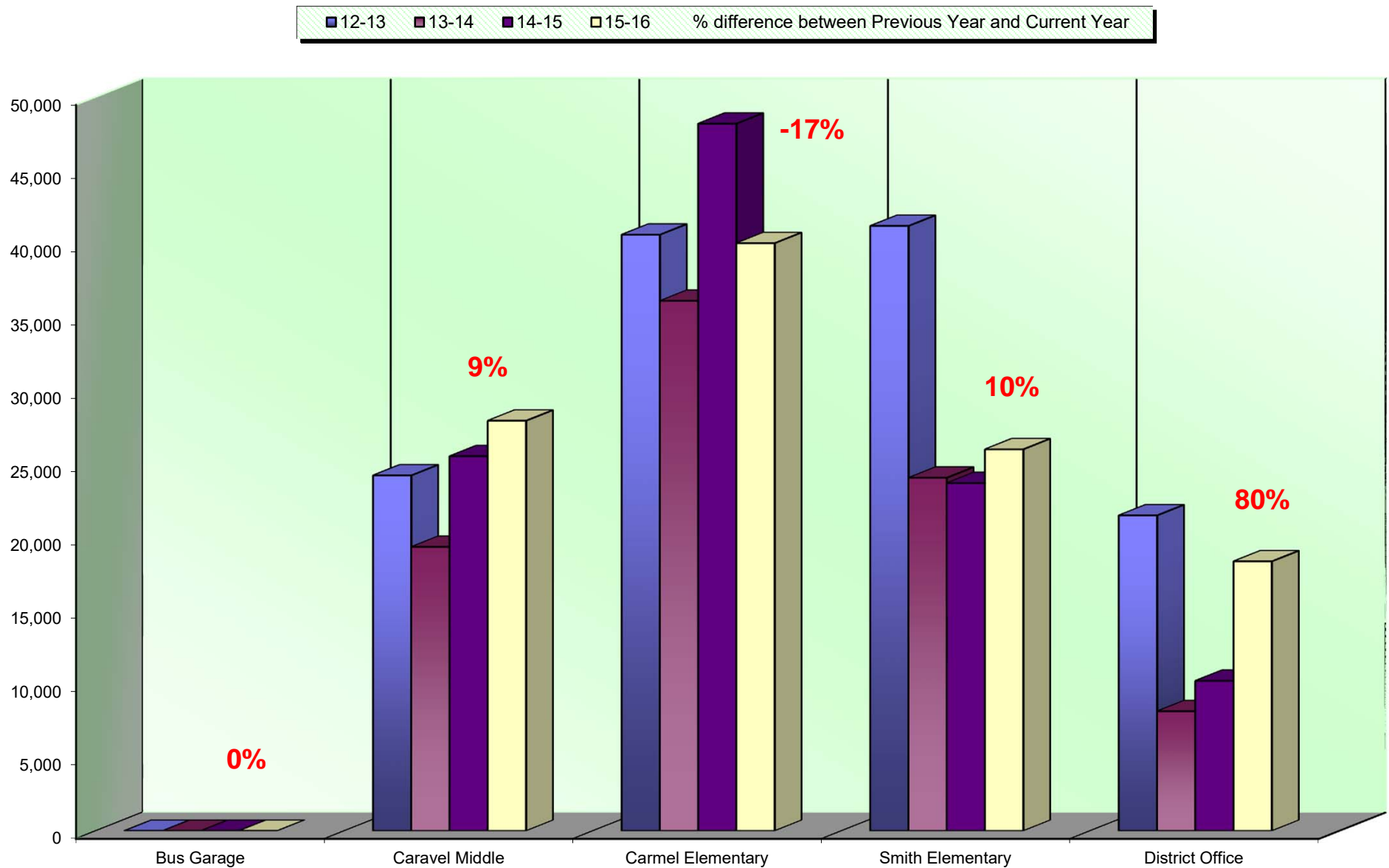
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

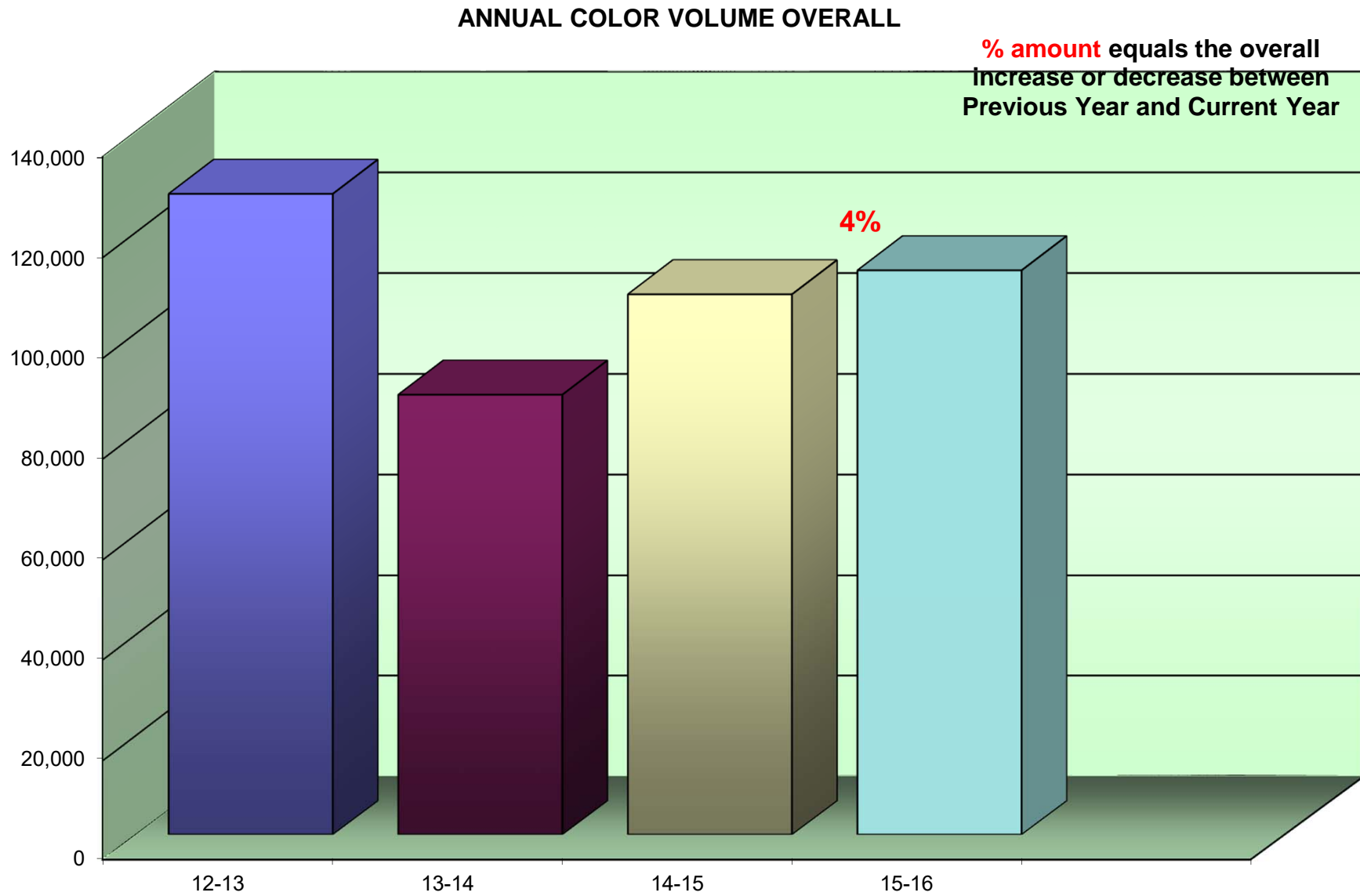
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	262,254,700	\$4,909,783	2,418	\$45.27

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



ANNUAL COLOR VOLUME BY BUILDING





Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Caravel Middle School	215	27,965	\$1,279.12	130	\$5.95
Carmel Elementary School	180	40,046	\$2,223.08	222	\$12.35
SAD 23 Bus Garage	0	0	\$0.00	0	\$0.00
SAD 23 District Office	0	18,398	\$914.08	0	\$0.00
Suzanne M. Smith Elementary Sch	239	26,021	\$1,216.47	109	\$5.09
<i>Totals</i>	634	112,430	\$5,632.75	177	\$8.88

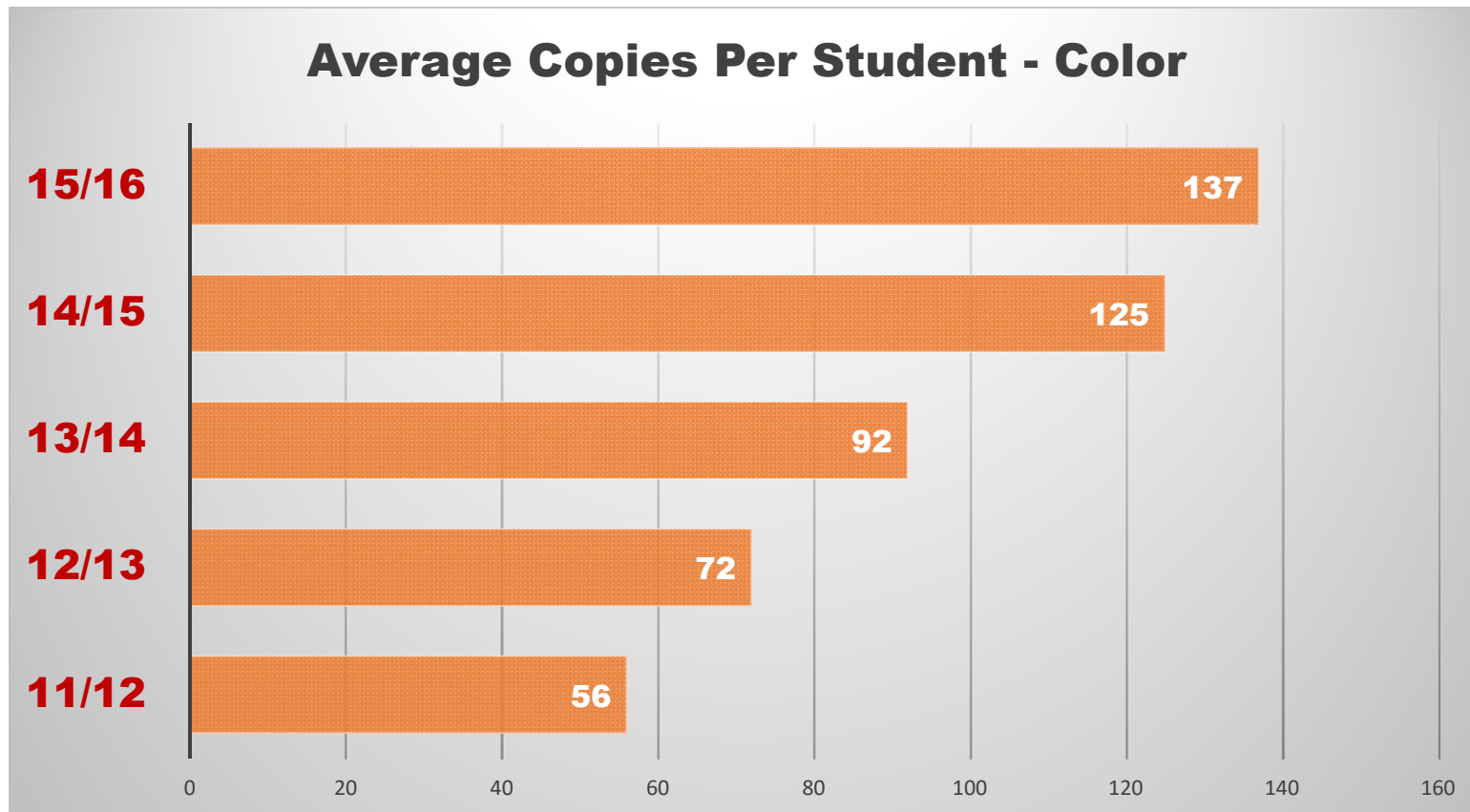
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Color

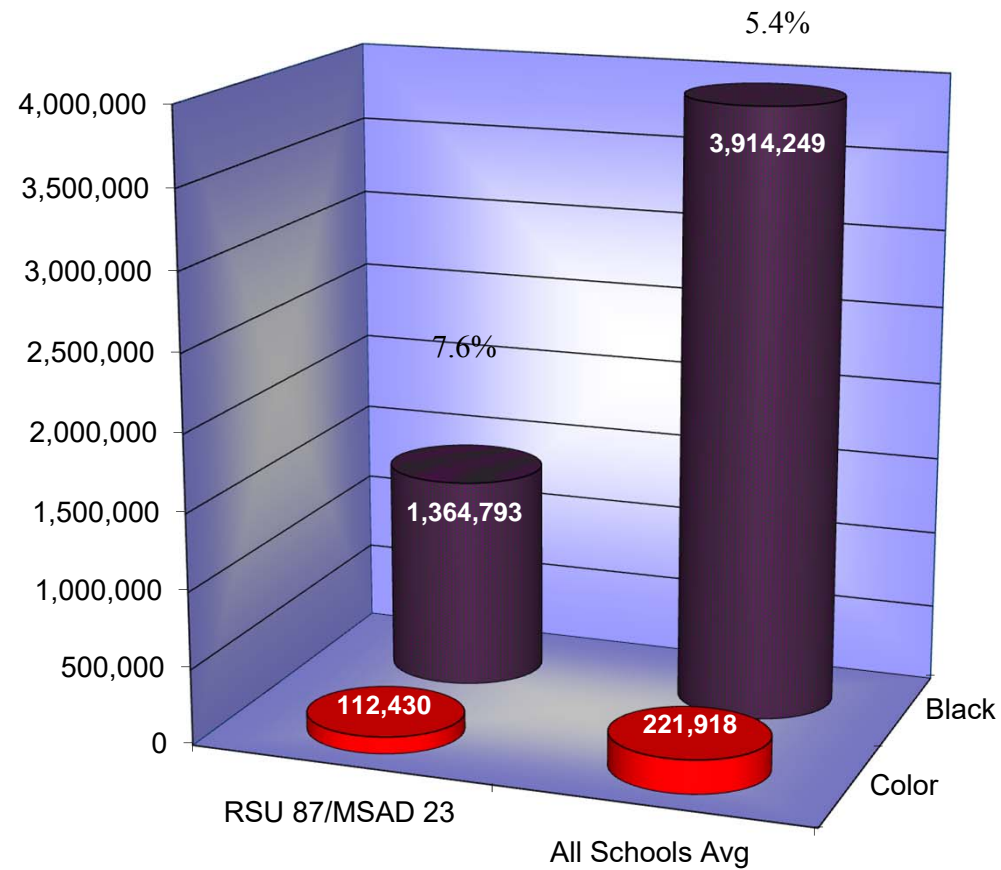
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	14,868,490	\$787,820	137	\$7.25

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



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: 2/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2015-16</i>		
<i>Vendor</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
CARAVEL MIDDLE SCHOOL					
<i>8th Grade Home Room</i>					
Konica Minolta BHC25 / 25 PPM	21,496	39,945	18,449	\$0.004590	None at this time.
A2YF011003404 / 18790				\$84.68	
500,000 / 04/2011	4,021	7,274	3,253	\$0.04529	
Color Photocopier				\$147.33	
BUDGET					
<i>Conference Room 3</i>					
Konica Minolta BH601 / 60 PPM	944,032	1,027,649	83,617	\$0.004490	8 years from Intro.
A0PP011001283 / 18788				\$375.44	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
BUDGET					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 2/1/2013</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CARAVEL MIDDLE SCHOOL					
<i>Foreign Language Portable B</i>					
Konica Minolta BH20P / 32 PPM A32P011006443 / 18782 750,000 / 08/2010 Black Network Printer	24,505 0	25,063 0	558 0	\$0.006250 \$3.49 \$0.00000 \$0.00	None at this time.
BUDGET					
<i>Library</i>					
Konica Minolta BH654 / 65 PPM A5YN011001006 / 18757 3,000,000 / 02/2013 Black Photocopier	777,992 0	1,067,022 0	289,030 0	\$0.004080 \$1,179.24 \$0.00000 \$0.00	None at this time.
BUDGET					
<i>Main Office Room 1</i>					
Konica Minolta BHc35 / 31 PPM A121011023788 / 18768 750,000 / 07/2010 Color Photocopier	38,724 44,908	71,077 69,620	32,353 24,712	\$0.004590 \$148.50 \$0.04529 \$1,119.21	None at this time.
BUDGET					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
CARAVEL MIDDLE SCHOOL						
Room 14						
Konica Minolta BH20P / 32 PPM	9,895	12,657	2,762	\$0.006250	None at this time.	
A32P011006445 / 18780				\$17.26		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
Room 16 Hallway						
Konica Minolta BH4000P / 42 PPM	134,148	213,099	78,951	\$0.006250	None at this time.	
A63R011000275 / 18716				\$493.44		
1,000,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
Room 21 Special Ed						
Konica Minolta BH20P / 32 PPM	13,475	21,864	8,389	\$0.006250	None at this time.	
A32P011006817 / 18781				\$52.43		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
CARAVEL MIDDLE SCHOOL						
Room 28B - Kitchen Office						
Konica Minolta BH20 / 32 PPM	14,089	17,010	2,921	\$0.004080	None at this time.	
A32R012018992 / 18759				\$11.92		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
BUDGET						
Subtotals Black			517,030	\$2,366.41		
Subtotals Color			27,965	\$1,266.53		

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 2/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CARMEL ELEMENTARY SCHOOL					
1st Grade Portable Room 21					
Konica Minolta MC 5670 / 37 PPM	4,790	6,397	1,607	\$0.006250	8 years from Intro.
A0EA012005028 / 18766				\$10.04	
750,000 / 07/2008	16,013	19,476	3,463	\$0.05993	
Color Network Printer				\$207.54	
BUDGET					
Computer Lab Room 5					
Konica Minolta BH4000P / 42 PPM	2,894	6,215	3,321	\$0.006250	None at this time.
A63R011000347 / 18718				\$20.76	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
Konica Minolta BH654 / 65 PPM	562,740	747,993	185,253	\$0.004080	None at this time.
A5YN011001041 / 18753				\$755.83	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
BUDGET					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i> <i>Recommendations</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
CARMEL ELEMENTARY SCHOOL						
<i>Kitchen Office</i>						
Konica Minolta BH20P / 32 PPM	7,975	11,153	3,178	\$0.006250	None at this time.	
A32P011006448 / 18783				\$19.86		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
<i>Library</i>						
Konica Minolta MC 5670 / 37 PPM	3,410	4,147	737	\$0.006250	8 years from Intro.	
A0EA012005033 / 18760				\$4.61		
750,000 / 07/2008	35,481	58,480	22,999	\$0.05993		
Color Network Printer				\$1,378.33		
BUDGET						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
CARMEL ELEMENTARY SCHOOL						
Main Office Room 1						
Konica Minolta BH654 / 65 PPM	252,456	394,654	142,198	\$0.004080	None at this time.	
A5YN011001038 / 18756				\$580.17		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
BUDGET						
Konica Minolta BHc35 / 31 PPM	11,812	19,250	7,438	\$0.004590	None at this time.	
A121011023320 / 18561				\$34.14		
750,000 / 07/2010	40,913	54,497	13,584	\$0.04529		
Color Photocopier				\$615.22		
BUDGET						
Music/Art Portable Room 19						
Konica Minolta BH4000P / 42 PPM	16,006	31,423	15,417	\$0.006250	None at this time.	
A63R011000314 / 18715				\$96.36		
1,000,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 2/1/2013	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
CARMEL ELEMENTARY SCHOOL						
Special Education Room 7A						
Konica Minolta BH20P / 32 PPM A32P011006819 / 18784 750,000 / 08/2010 Black Network Printer	15,490 0	24,188 0	8,698 0	\$0.006250 \$54.36 \$0.00000 \$0.00	None at this time.	
BUDGET						
Subtotals Black						
367,847						
\$1,576.13						
Subtotals Color						
40,046						
\$2,201.09						

					Date of Last Upgrade: 2/1/2013
Make-Model / Speed					
Serial Number / Vendor ID			2015-16		
Life / Intro Date	7/1/2015	6/30/2016	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
SAD 23 BUS GARAGE					
Main Office					
Lexmark x463 / 40 PPM	11,250	17,570	6,320	\$0.004080	7 years from Intro.
35PCD99 / 18570				\$25.79	
1,000,000 / 06/2009	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
	Subtotals Black		6,320	\$25.79	
	Subtotals Color		0	\$0.00	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 2/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAD 23 DISTRICT OFFICE					
Conference Room					
Lexmark xs748de / 35 PPM	2,158	2,855	697	\$0.004590	None at this time.
7526449440MHR / 18819				\$3.20	
750,000 / 05/2012	5,994	10,900	4,906	\$0.05993	
Color Photocopier				\$294.02	
BUDGET					
Main Office					
Konica Minolta BHC454 / 45 PPM	72,912	100,284	27,372	\$0.004590	None at this time.
A4FJ011007233 / 18787				\$125.64	
1,000,000 / 07/2012	13,227	26,719	13,492	\$0.04529	
Color Photocopier				\$611.05	
BUDGET					
Subtotals Black			28,069	\$128.84	
Subtotals Color			18,398	\$905.07	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i> <i>Recommendations</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
SUZANNE M. SMITH ELEMENTARY SCHOOL						
Computer Lab Room 203						
Konica Minolta BH4000P / 42 PPM	47,134	72,205	25,071	\$0.006250	None at this time.	
A63R011000594 / 18717				\$156.69		
1,000,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
Konica Minolta BH601 / 60 PPM	1,197,151	1,269,022	71,871	\$0.004490	8 years from Intro.	
A0PP011005482 / 15129				\$322.70		
3,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
BUDGET						
Library						
Konica Minolta BH654 / 65 PPM	475,306	674,770	199,464	\$0.004080	None at this time.	
A5YN011001035 / 18754				\$813.81		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
BUDGET						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i> <i>2015-16</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2015	6/30/2016						
SUZANNE M. SMITH ELEMENTARY SCHOOL								
Main Office								
Konica Minolta BHc35 / 31 PPM	55,811	101,482	45,671			\$0.004590		None at this time.
A121011024313 / 18767						\$209.63		
750,000 / 07/2010	44,971	69,216	24,245			\$0.04529		
Color Photocopier						\$1,098.06		
BUDGET								
Room 116								
Konica Minolta BH20P / 32 PPM	16,945	21,392	4,447			\$0.006250		None at this time.
A32P011006444 / 18779						\$27.79		
750,000 / 08/2010	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
BUDGET								
Room 123 - Kitchen Office								
Konica Minolta BH20P / 32 PPM	5,481	7,800	2,319			\$0.006250		None at this time.
A32P011006813 / 18786						\$14.49		
750,000 / 08/2010	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
BUDGET								

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i> <i>Recommendations</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
SUZANNE M. SMITH ELEMENTARY SCHOOL						
<i>Special Education Room 205</i>						
Konica Minolta BH20P / 32 PPM A32P011006818 / 18777 750,000 / 08/2010 Black Network Printer	9,191 0	13,683 0	4,492 0	\$0.006250 \$28.08 \$0.00000 \$0.00	None at this time.	
BUDGET						
<i>Teachers' Room 1st Floor</i>						
Konica Minolta BH423 / 42 PPM A1UD011006293 / 17112 1,000,000 / 06/2010 Black Photocopier	598,749 0	689,078 0	90,329 0	\$0.004490 \$405.58 \$0.00000 \$0.00	None at this time.	
BUDGET						
Konica Minolta BH601 / 60 PPM A0PP011009134 / 15881 3,000,000 / 12/2008 Black Photocopier	743,839 0	743,839 0	0 0	\$0.004490 \$0.00 \$0.00000 \$0.00	Traded; replaced w/A1UD011006293.	
BUDGET						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 2/1/2013</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SUZANNE M. SMITH ELEMENTARY SCHOOL					
<i>Title 1 Portable Room 142</i>					
Konica Minolta MC 5670 / 37 PPM	8,486	10,349	1,863	\$0.006250	8 years from Intro.
A0EA012005029 / 18762				\$11.64	
750,000 / 07/2008	7,877	9,653	1,776	\$0.05993	
Color Network Printer				\$106.44	
BUDGET					
<i>Subtotals Black</i>			445,527	\$1,990.42	
<i>Subtotals Color</i>			26,021	\$1,204.49	

<i>District Wide Black Totals</i>	<i>1,364,793</i>	<i>\$6,087.58</i>
<i>District Wide Color Totals</i>	<i>112,430</i>	<i>\$5,577.18</i>

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 4/1/2002 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2015-16 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
1,364,793	\$0.00924	\$12,610.69

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
1,364,793	\$0.00446	\$6,086.98	\$6,523.71	\$32,618.55

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$6,523.71 x 14 years as a Client

=\$91,331.95 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Caravel Middle School	517,030	\$2,389.41	\$2,565.50	\$5,668.52	\$10,623.43
Carmel Elementary School	367,847	\$1,591.58	\$1,825.26	\$4,032.93	\$7,449.76
SAD 23 Bus Garage	6,320	\$26.04	\$31.36	\$69.29	\$126.69
SAD 23 District Office	28,069	\$130.24	\$139.28	\$307.74	\$577.26
Suzanne M. Smith Elementary School	445,527	\$2,009.46	\$2,210.70	\$4,884.58	\$9,104.75
Total	1,364,793	\$6,146.73	\$6,772.10	\$14,963.06	\$27,881.89

SPC Equipment Bids:

Presently our Bids are coming in at **14.5%** to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at **\$7,435** with a Retail Cost of \$51,053....**15% of Retail!**

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Caravel Middle School	27,965	\$1,279.12
Carmel Elementary School	40,046	\$2,223.08
SAD 23 Bus Garage	0	\$0.00
SAD 23 District Office	18,398	\$914.08
Suzanne M. Smith Elementary School	26,021	\$1,216.47
<i>Total</i>	112,430	\$5,632.75

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Budget Document Technologies	Black Laser MFP	2,921	\$0.00408	\$11.92	\$0.00412	\$12.03
Budget Document Technologies	Black Network Printer	6,320	\$0.00408	\$25.79	\$0.00412	\$26.04
Budget Document Technologies	Black Network Printer	157,603	\$0.00625	\$985.02	\$0.00631	\$994.47
Budget Document Technologies	Black Photocopier	815,945	\$0.00408	\$3,329.06	\$0.00412	\$3,361.69
Budget Document Technologies	Black Photocopier	245,817	\$0.00449	\$1,103.72	\$0.00453	\$1,113.55
Budget Document Technologies	Color Network Printer	4,207	\$0.00625	\$26.29	\$0.00631	\$26.55
Budget Document Technologies	Color Photocopier	131,980	\$0.00459	\$605.79	\$0.00464	\$612.39
Total		1,364,793	\$0.00446	\$6,087.58	\$0.00450	\$6,146.73

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Budget Document Technologies	Color Network Printer	28,238	\$0.05993	\$1,692.30	\$0.06053	\$1,709.25
Budget Document Technologies	Color Photocopier	79,286	\$0.04529	\$3,590.86	\$0.04574	\$3,626.54
Budget Document Technologies	Color Photocopier	4,906	\$0.05993	\$294.02	\$0.06053	\$296.96
Total		112,430	\$0.04961	\$5,577.18	\$0.05010	\$5,632.75

Reprographic Equipment Assessment

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

Total Number of Units	30
Total Number of Units on Lease	27
Total Number of Units Owned	3
Lease Company	Northway Bank
Lease Start Date	2/1/2013
Lease End Date	8/1/2017
Term	5 Annual
Annual Payment usually due on 8/1	\$14,963.06
Remaining Payments	1

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

Leased Equipment

Building	Make/Model	Serial Number
Caravel Middle School	Konica Minolta BH20	A32R012018992
Caravel Middle School	Konica Minolta BH20P	A32P011006443
Caravel Middle School	Konica Minolta BHc35	A121011023788
Caravel Middle School	Konica Minolta BH20P	A32P011006817
Caravel Middle School	Konica Minolta BH654	A5YN011001006
Caravel Middle School	Konica Minolta BH20P	A32P011006445
Caravel Middle School	Konica Minolta BHC25	A2YF011003404
Caravel Middle School	Konica Minolta BH4000P	A63R011000275
Carmel Elementary School	Konica Minolta BH654	A5YN011001041
Carmel Elementary School	Konica Minolta BH20P	A32P011006448
Carmel Elementary School	Konica Minolta MC 5670	A0EA012005033
Carmel Elementary School	Konica Minolta BH654	A5YN011001038
Carmel Elementary School	Konica Minolta BHc35	A121011023320
Carmel Elementary School	Konica Minolta BH4000P	A63R011000314
Carmel Elementary School	Konica Minolta BH4000P	A63R011000347
Carmel Elementary School	Konica Minolta BH20P	A32P011006819
Carmel Elementary School	Konica Minolta MC 5670	A0EA012005028
SAD 23 Bus Garage	Lexmark x463	35PCD99
SAD 23 District Office	Lexmark xs748de	7526449440MHR
SAD 23 District Office	Konica Minolta BHC454	A4FJ011007233
Suzanne M. Smith Elementary School	Konica Minolta BH654	A5YN011001035
Suzanne M. Smith Elementary School	Konica Minolta BHc35	A121011024313
Suzanne M. Smith Elementary School	Konica Minolta BH20P	A32P011006444
Suzanne M. Smith Elementary School	Konica Minolta BH20P	A32P011006813
Suzanne M. Smith Elementary School	Konica Minolta MC 5670	A0EA012005029
Suzanne M. Smith Elementary School	Konica Minolta BH4000P	A63R011000594

Building	Make/Model	Serial Number
Suzanne M. Smith Elementary School	Konica Minolta BH20P	A32P011006818

Owned Equipment

Building	Make/Model	Serial Number
Caravel Middle School	Konica Minolta BH601	A0PP011001283
Suzanne M. Smith Elementary School	Konica Minolta BH423	A1UD011006293
Suzanne M. Smith Elementary School	Konica Minolta BH601	A0PP011005482



Service and Supply Contract - Client

Specialized Purchasing Consultants ("SPC") hereby contracts with _____ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

**AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants**

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Jessica Gilbert	jgilbert@rsu87.org
John Backus	jbackus
Nanette Jarvis	njarvis@rsu87.org
Sherman Bronson	sbronson
Sherry Peary	speary@rsu87.org
Tonya Richardson	trichardson

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

**2012****STARDOC created**

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

2013**Daily Tracking**

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

2014**Monthly Audits**

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

2015**New Mapping Options & Asset Management**

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



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
 - Allows you to formulate next year's budgets as early as December
 - Allows you to see the projected usage bill in advance
 - Tabulate total budgets and total costs district wide
 - Volume or cost pages allow you to pinpoint specific machines on the floor plans
 - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
 - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
 - Device information tab will allow you to easily access the web interface of the printer/copier
 - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
 - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
 - Allows IT and Business Manager to move devices around on Floor Plan
 - Paper trail of device locations after summer break
 - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
 - Control Access and Permissions to Star Doc
 - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
 - Centralized location for detailed information of District's assets
 - Exportable device listing to Excel or PDF
 - Tracks additional non-contract devices
 - IP Addresses and MAC addresses automatically imported
 - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
 - Monthly Cost Snapshot
 - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
 - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
 - Shows the last time that FMAudit synced for that client



Benefits of partnering with SPC

Top Benefits to **our CLIENTS:**

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 million prints out to bid.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

2. Exclusive STAR Doc Software

- Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.
- STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

SPC has been serving their clients since 1988, saving millions of dollars along the way. Based on current actual volumes and CPCs, SPC has generated **Annual Savings of almost \$3.5 million for all of our clients. That translates into **Savings of more than \$17.4 million over five years!****



SPC Values Our Vendors

Overall Benefits to **our VENDORS**

- Opportunities brought to you – Hundreds of machines each year: In 2015 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments...Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

- Vendors worry that bidding will reduce their margins.
- If word gets out on pricing, they feel that their other customers will call and ask for similar prices.
- Lose control of their account as winning bidder may beat their pricing.
- SPC bids are designed to keep specs equal for all, no chance of providing a lesser piece of equipment.

SPC manages over 5,000 pieces of equipment;
Our relationship with our vendors has never been stronger!