

**Saco, City Of
Cheryl Fournier
300 Main St
Saco, ME 04072**

Five-Year Basis beginning with the 2014/2015 Fiscal Year

Copies-per-Year: 1,113,290

Present vs. Proposed Recommendations as of 8/1/14

PRESENT SITUATION

- 1) Guarantees on Photocopiers...**One Year**
- 2) Annual Price Ceilings Left... **One Year**
- 3) High Volume Console Units...**0**
- 4) Units to be Traded...**0**
- 5) Photocopiers...**17**

Computer Interfaced...**17**

- 6) Network Printers....**18 w/ 4 Color & 1 Ink Jet**
- 7) Color Photocopiers Networked ...**4**

Total number of Units...**35**

- 8) Duplex's...**29**
- 9) Sorter's...**35**
- 10) Finisher's...**14**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Photo's...**Five+ Years**
- 2) 5% or CPI Annual Ceilings, whichever is less...**Five+ Years**
- 3) High Volume Console Units with 3 Million plus...**0**
- 4) Replaced **20 New**
- 5) Photocopiers...**15**

Computer Interfaced...**15** with Print &-Or Color Scan with Hard Drive

- 6) Network Printers...**19 w/ 5 Color with 1 Wide Format Ink Jet**
- 7) Low Cost Color Photocopiers Networked...**10**

Total number of Units...**35**

- 8) Duplex's... **29**
- 9) Sorter's... **35**
- 10) Finisher's... **14**

Overall Description of Equipment Fleet:

Presently, you have **Three** different Manufacturers & multiple different Models of Low end Network Printers that are costing you from \$0.12 for Ink Jet & \$0.035 per black print. Color prints are costing you as high as \$0.40 per print! The new arrangement will shift to one manufacturer... HP's with just one company Axis servicing everything. This will greatly reduce cost and improve reliability.

Capital:

Presently, you have **one** municipal lease that will be paid off in August 2014. With the new arrangement, you will again have **one** 'municipal' master lease at 2.79% interest. Your first of five annual lease payments will be due on August 1st 2015. A legal opinion from SPC's bond counsel (John Larouche in Augusta ME) will be done on this lease transaction. This will assure that all documents are prepared correctly and signed by the appropriate school and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district for prepayment. At your own expense, you can have your own bond counsel also review the documents which would simply duplicate this service.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.013268 for black and \$0.092336 for Color**. The new contract will come in at a CPC of **\$0.004936 for Black and \$0.062883 for Color**.

Vendor Packages:

SPC has brought to you **Ten** different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bid combination, which is **Ricoh Copiers & Axis with HP Printers**.

<u>Cost Center</u>	<u>Present</u>	<u>Ricoh-Axis</u>
1. Service & Supplies Color Photo only	\$ 20,106.71	\$13,693.23
2. Service & Supplies Black Photo only	\$ 11,882.29	\$4,420.77
3. Annual Muni Lease	\$ 22,807.39	\$22,947.33
4. Forced Upgrade	<u>\$ 9,200.00</u>	<u>\$00.00</u>
Totals	\$63,966.39	\$41,061.33

*Although the lease cost does go up the service and supply cost savings offsets the increase. Note that with the last upgrade only **9 New units** were purchased while **20 New units** are part of the new lease!

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy 'Cost per Copy' billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th 2015**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Wiping out old data on trade out units has been included in the package.