



Specialized Purchasing Consultants

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2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Jason Didonato
Saco MSAU
90 Beach Street
Saco, ME 04072



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

September 2016

Skip Tilton
President

Corporate Office:
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Jason Didonato
Saco MSAU
90 Beach Street
Saco, ME 04072

Dear Jason:

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 12 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:	75
Total Black Photocopiers	19
Total Color Photocopiers	10
Total Black Network Printers	28
Total Color Network Printers	18
Total Removed from Service:	1
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	20
# of Units Overused:	0
# of Units Underused:	3
Commencement Date:	8/1/2014
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2019**
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."

**Current Service and Warranty Contracts fall shy of your current equipment lease end date. We are working to correct this oversight so that your contracts continue through the end of the fiscal year after your last lease payment.

Dear Jason,

There are 20 machines that are getting up in age. I would not try to address them this year. I would definitely continue to pay down your principal on your capital lease by making your next payment. Each time you make a payment, you create additional funds for your next upgrade. The goal is to keep your capital cost at the same level or lower with your next upgrade.

It is important to not ignore machines that are being overused or underused. In your case, we have 0 machines being overused and 3 that are being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

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
CK Burns School	Cafeteria Office	HP Laser Jet P2035	CNB9F20017	AXIS	11/2008
CK Burns School	Room 11	HP Laser Jet P2035	CNB9X52891	AXIS	11/2008
Gov John Fairfield School	B Wing Hall	Konica Minolta BH501	AOR5011013636	KMBS	06/2008
Gov John Fairfield School	Portable - Room 21	Konica Minolta BH501	AOR5011013688	KMBS	06/2008
Gov John Fairfield School	Room 9	HP LaserJet P4014	CNDX227316	AXIS	05/2008
Saco District Office	Accounts Payable	HP Color Laser Jet CP1518NI	JPCC97X03Q	AXIS	04/2008
Saco District Office	Business Office	Konica Minolta BH501	AOR5011013747	KMBS	06/2008
Saco District Office	Business Office 2	HP Laser Jet P4015N	CNDY199500	AXIS	05/2008
Saco District Office	Special Education	HP LaserJet P4014	CNDX223794	AXIS	05/2008
Saco Middle School	2nd Floor Lab	HP Laser Jet P4015N	JPDF237931	AXIS	05/2008
Saco Middle School	Food Service Manager	HP Laser Jet P2035	VNB3H07021	AXIS	11/2008
Saco Middle School	Kitchen Office	HP Laser Jet P2035	CNB9D20355	AXIS	11/2008
Saco Middle School	Outside Principal's Office	Konica Minolta BH421	AOR6011006262	KMBS	06/2008
Saco Middle School	Room 100 - Main Office	HP Laser Jet P3015	VNBCB2P0FP	AXIS	07/2008
Saco Middle School	Room 100 - Main Office	HP Laser Jet P3015	VNBCC1L149	AXIS	07/2008
Saco Middle School	Room 112 - Special Ed	Konica Minolta BH501	AOR5011012621	KMBS	06/2008
Saco Middle School	Room 207	HP Laser Jet P2035	CNB9H55581	AXIS	11/2008
Saco Middle School	Room 208 - Library	HP Laser Jet P3015	VNBCB8L0TX	AXIS	07/2008
Young Elementary School	Modular - Library	HP Color Laser Jet CP2025	CNGS303656	AXIS	09/2008

Warranty Progress Report

For Year 2015-2016

Equipment Details

Young Elementary School

Main Office

		<i>Black Meter & Volume</i>		<i>Color Meter & Volume</i>	
Konica Minolta BHC554	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i>	224,620	<i>Begin Meter</i>	59,802
A5AY011008979	<i>End Date:</i> 6/30/2016	<i>End Meter</i>	511,510	<i>End Meter</i>	154,702
KMBS - 9353 9614		<i>Black Volume:</i>	286,890	<i>Color Volume:</i>	94,900

Model Intro Date: 8/1/2012

<i>Date</i>	<i>Comments</i>
10/14/2015	Julie Petrin completed CEC stating continual jamming with every other paper. Tech replaced the heating unit but it continued to jam. After recent call, machine has been running beautifully.
10/28/2015	Per technician Allen Kiefer of KMBS, on 10/27/15 he wrote: "The machines are fully operational and time verified for proper repair and completion." Sent sign-off form to Julie to sign and return.
10/28/2015	Client signed and returned Complaint Sign-off Form; equipment complaint now closed.

*Equipment Details***Young Elementary School****Prep Room**

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH654	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i> 225,590	
A5YN017003082	<i>End Date:</i> 6/30/2016	<i>End Meter</i> 506,275	
KMBS - 9353 9607		<i>Black Volume:</i> 280,685	
<i>Model Intro Date:</i> 2/1/2013			

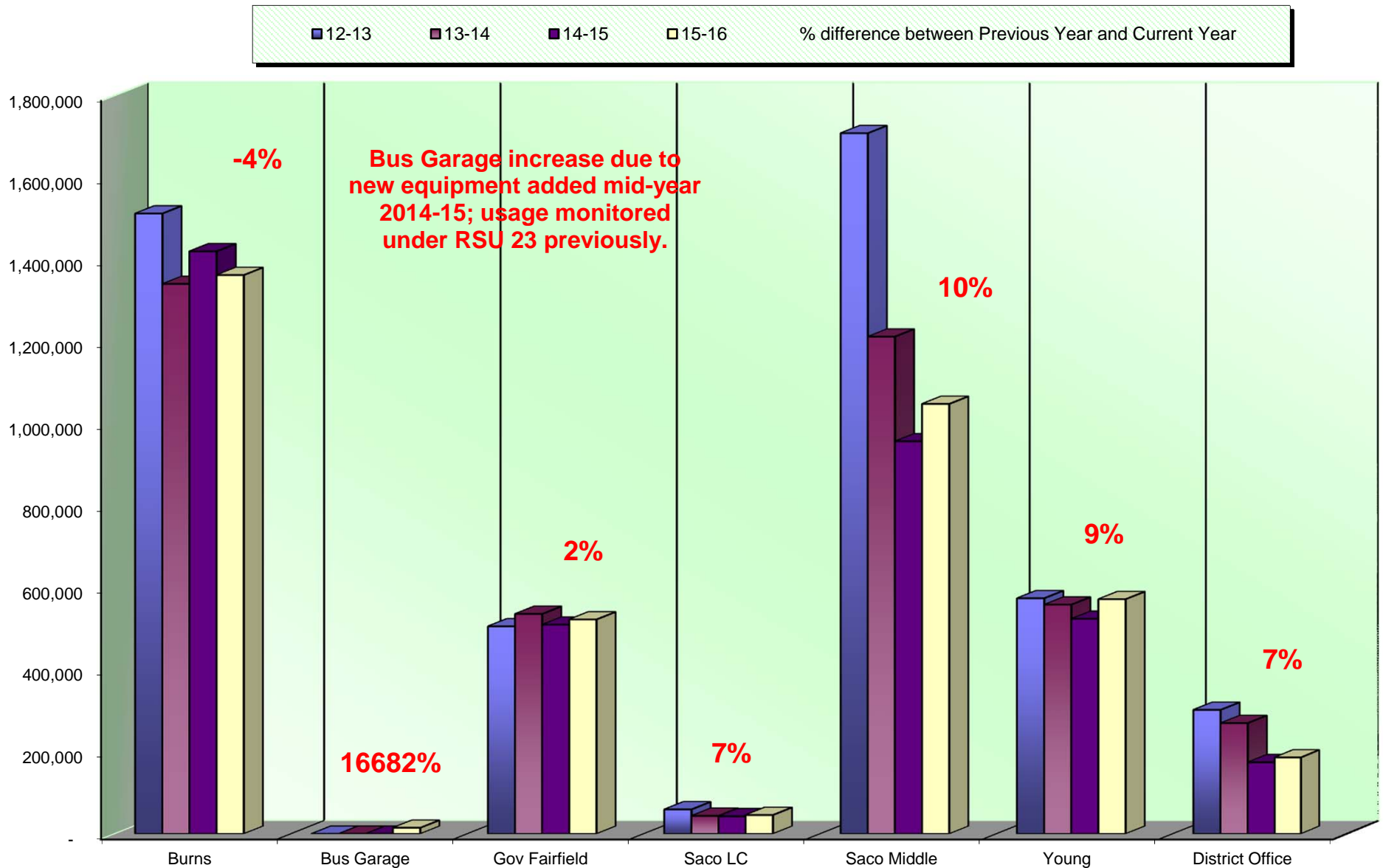
<i>Date</i>	<i>Comments</i>
10/14/2015	Julie Petrin completed CEC stating EC 9041 coming up twice; technician told her code was very serious meaning the internal parts of the machine were dying and no repair was available at this time. He showed client how to reset machine. After having to do that once, client had tech come out as well. Machine was checked, a part was replaced, and since then machine is running "top notch."
10/28/2015	Per technician Allen Kiefer "machines are fully operational and time verified for proper repair and completion." I sent Sign-Off form for client to sign and return.
10/28/2015	Inquired of service technician what was meant by the client's comment of being told Error Code 9401 was an indication internal parts were failing and there was no fix. Allen Kiefer responded that the code "is a logical failure with the scanner assembly. At the time of the failure there was no definite fix. The KMBS engineers have since rewritten the firmware and provided an update that makes adjustments to fix the cause of the issue at hand. I have applied that fix on several machines and had no return failures."
10/28/2015	Client returned signed Sign-off. Equipment complaint now closed.

Warranty Replaced Machines

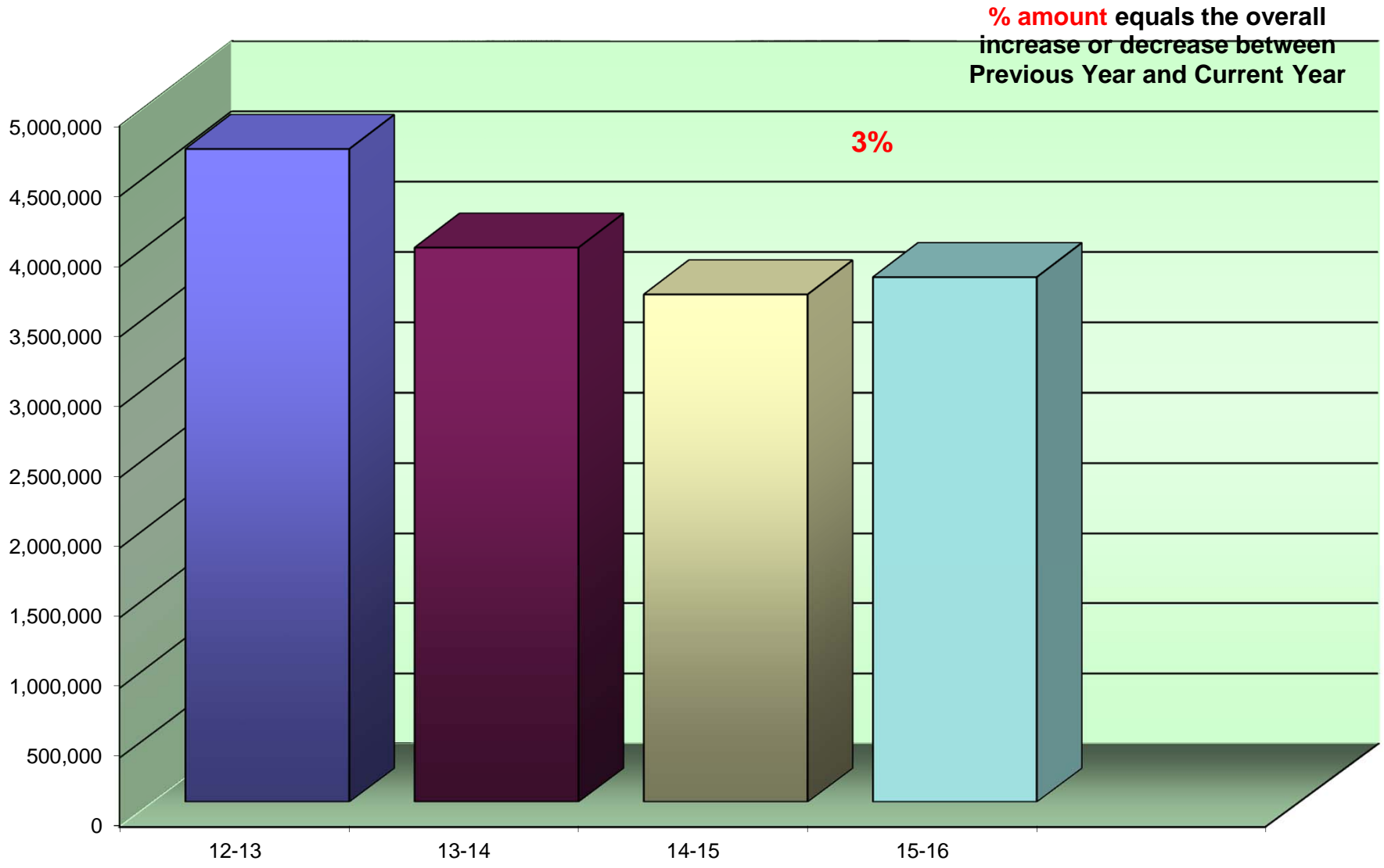
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
CK Burns School	Hall 2nd Floor	Konica Minolta BH4050	A6VF011004885	9323 8216	12/15/2015
Saco Middle School	Room 100 - Main Office	HP Laser Jet P4015N	CNDY200950		6/30/2016

ANNUAL BLACK VOLUME BY BUILDING



ANNUAL BLACK VOLUME OVERALL



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>
CK Burns School	582	1,361,481	\$31,699.84	2,339	\$54.47
Gov John Fairfield School	274	521,395	\$12,077.63	1,903	\$44.08
Saco District Bus Garage	0	14,600	\$402.76	0	\$0.00
Saco District Office	0	185,105	\$4,409.37	0	\$0.00
Saco Learning Center	0	45,625	\$1,102.97	0	\$0.00
Saco Middle School	628	1,047,185	\$24,288.54	1,667	\$38.68
Young Elementary School	315	570,860	\$13,031.06	1,812	\$41.37
<i>Totals</i>	1,799	3,746,251	\$87,012.17	2,082	\$48.37

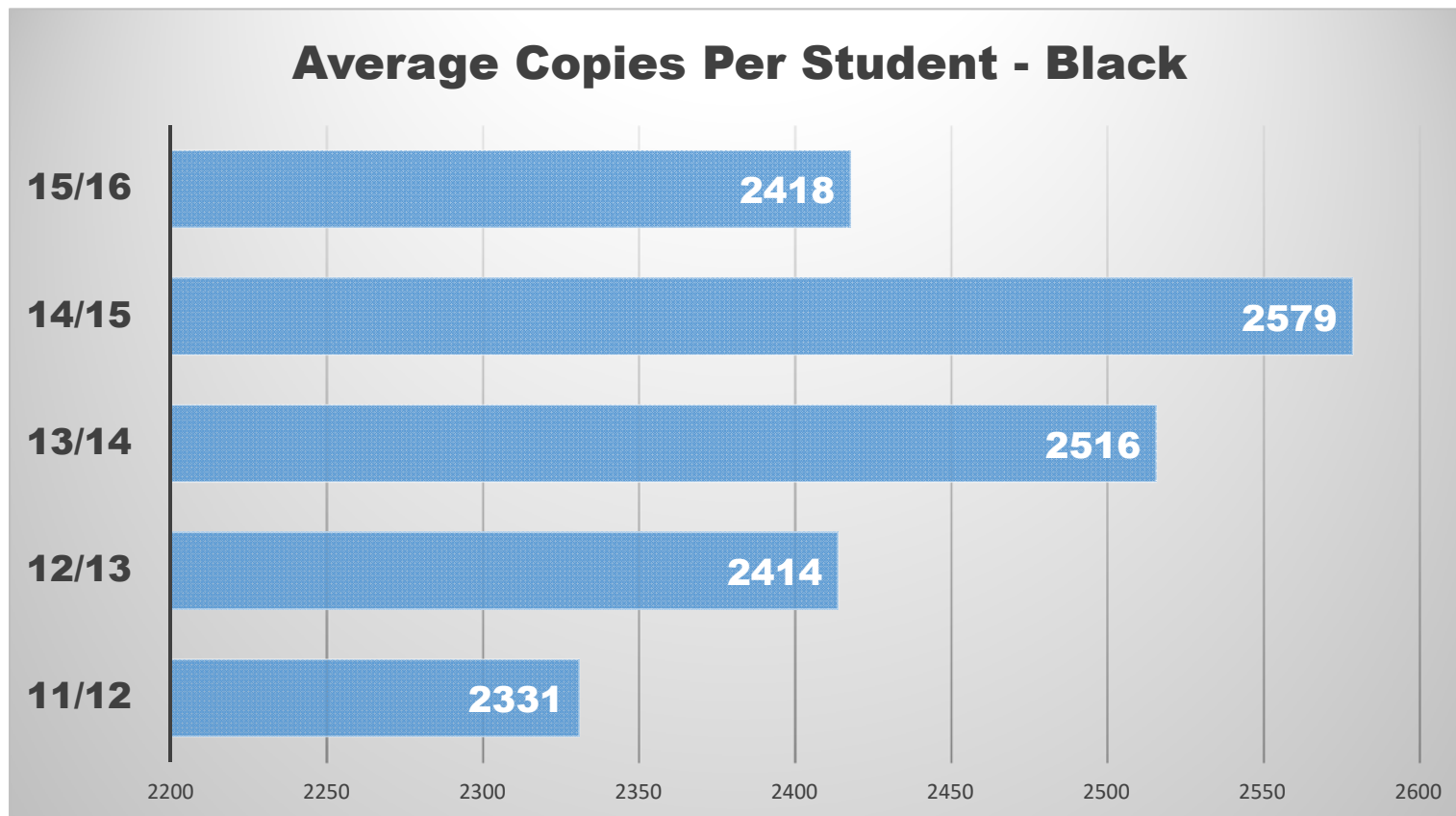
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

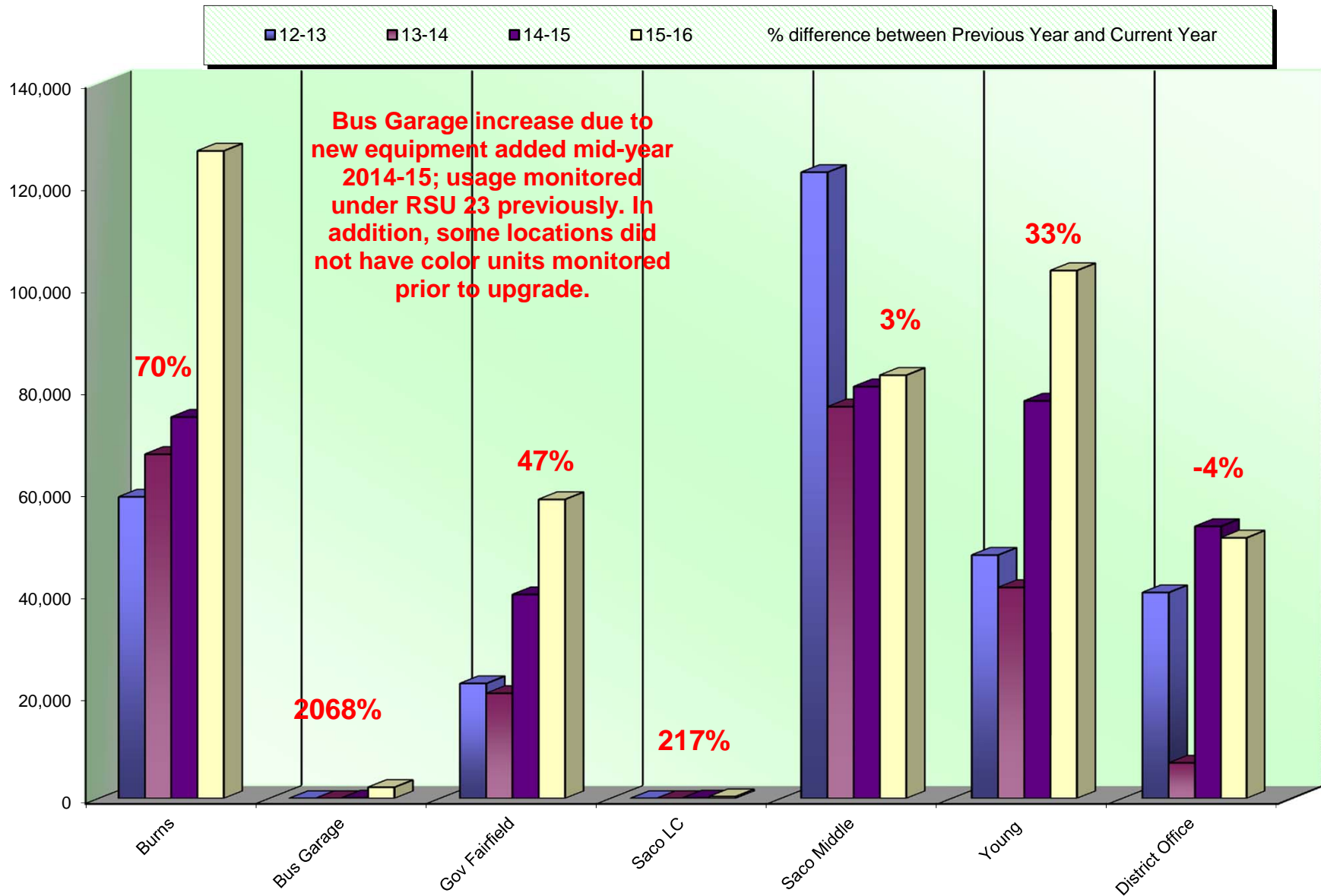
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

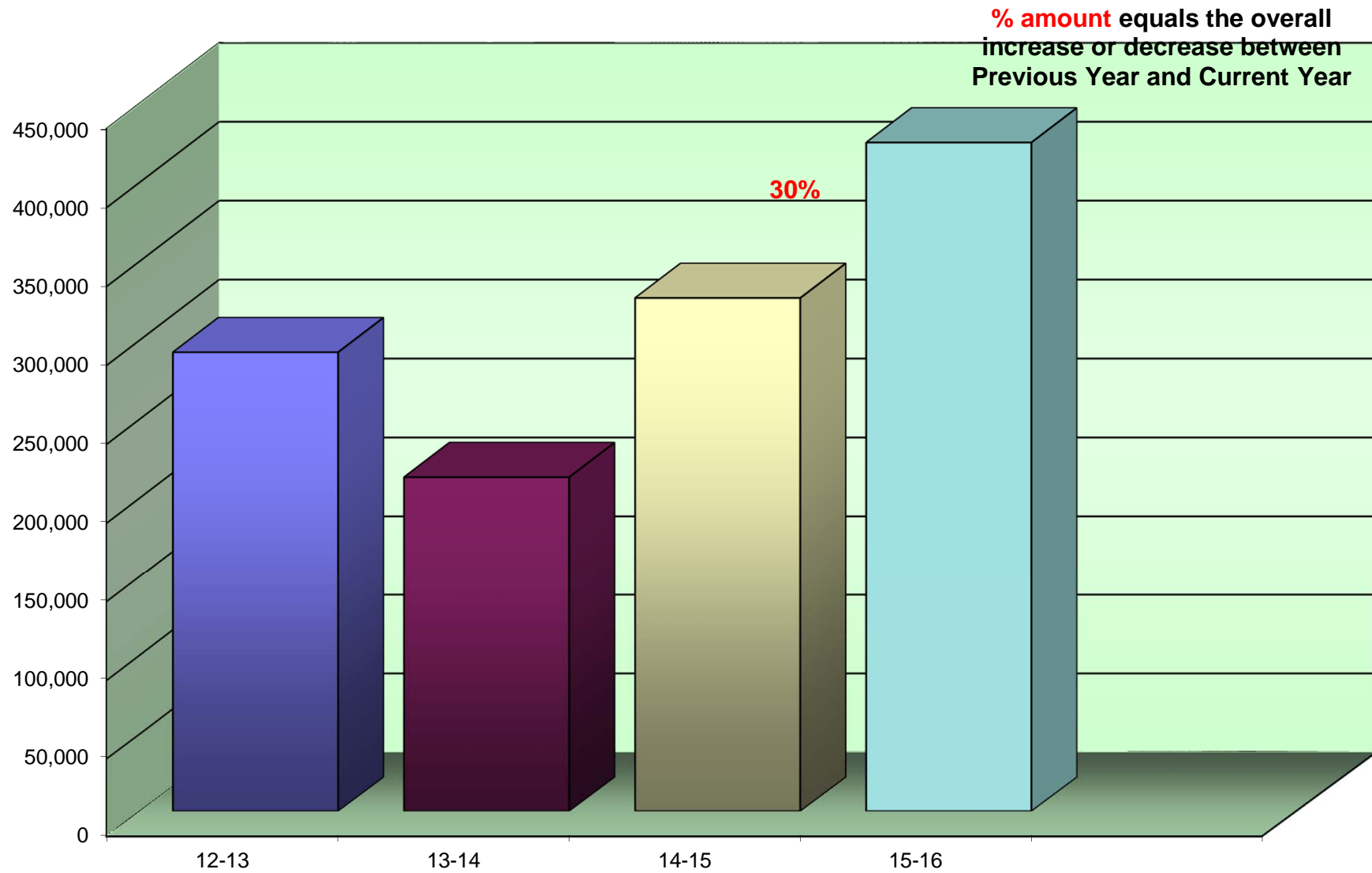
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



ANNUAL COLOR VOLUME BY BUILDING



ANNUAL COLOR VOLUME BY DISTRICT



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>
CK Burns School	582	126,655	\$8,871.40	218	\$15.24
Gov John Fairfield School	274	58,603	\$4,057.93	214	\$14.81
Saco District Bus Garage	0	2,190	\$163.13	0	\$0.00
Saco District Office	0	51,100	\$2,688.75	0	\$0.00
Saco Learning Center	0	365	\$18.41	0	\$0.00
Saco Middle School	628	82,855	\$6,879.70	132	\$10.95
Young Elementary School	315	103,295	\$5,529.66	328	\$17.55
Totals	1,799	425,063	\$28,208.99	236	\$15.68

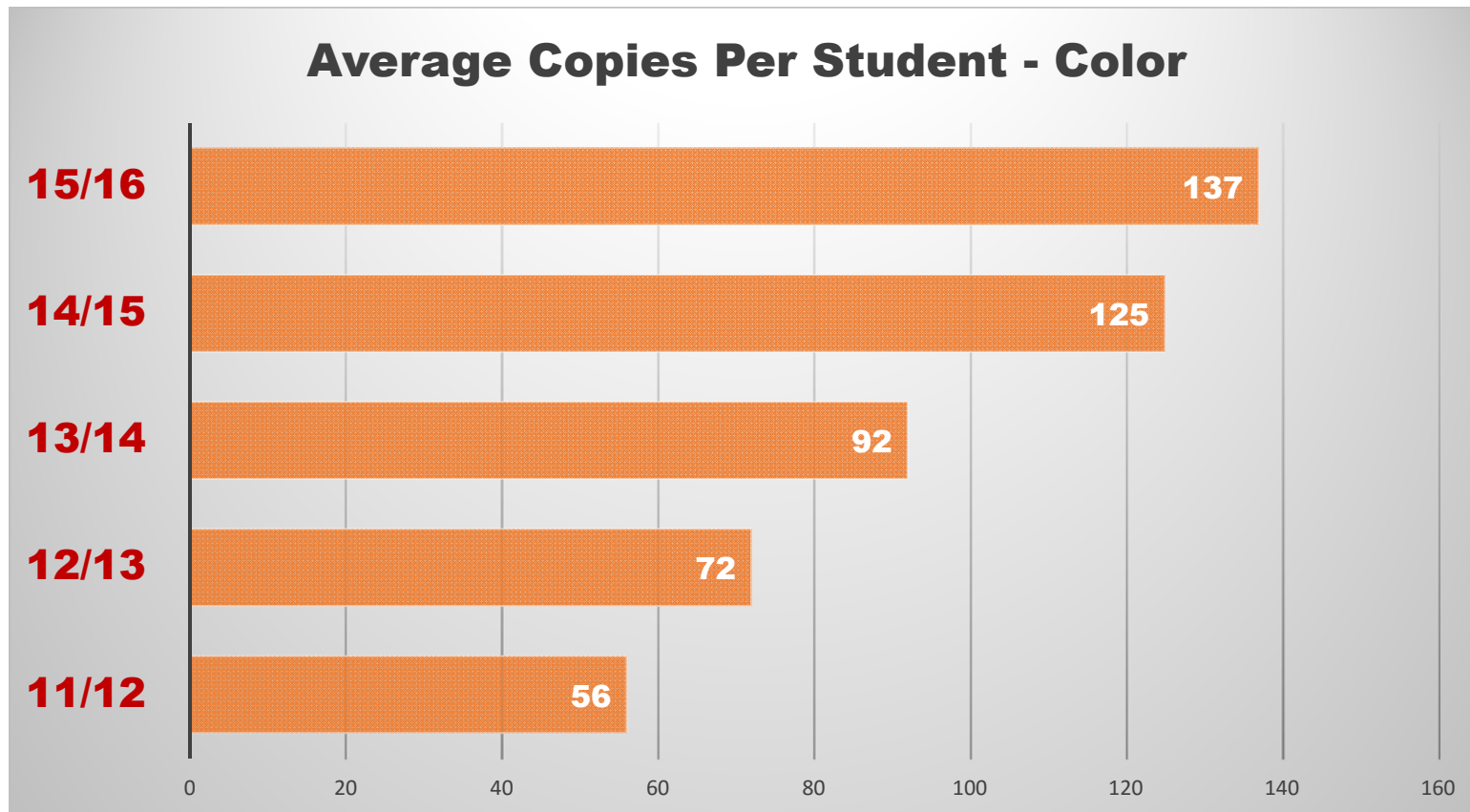
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

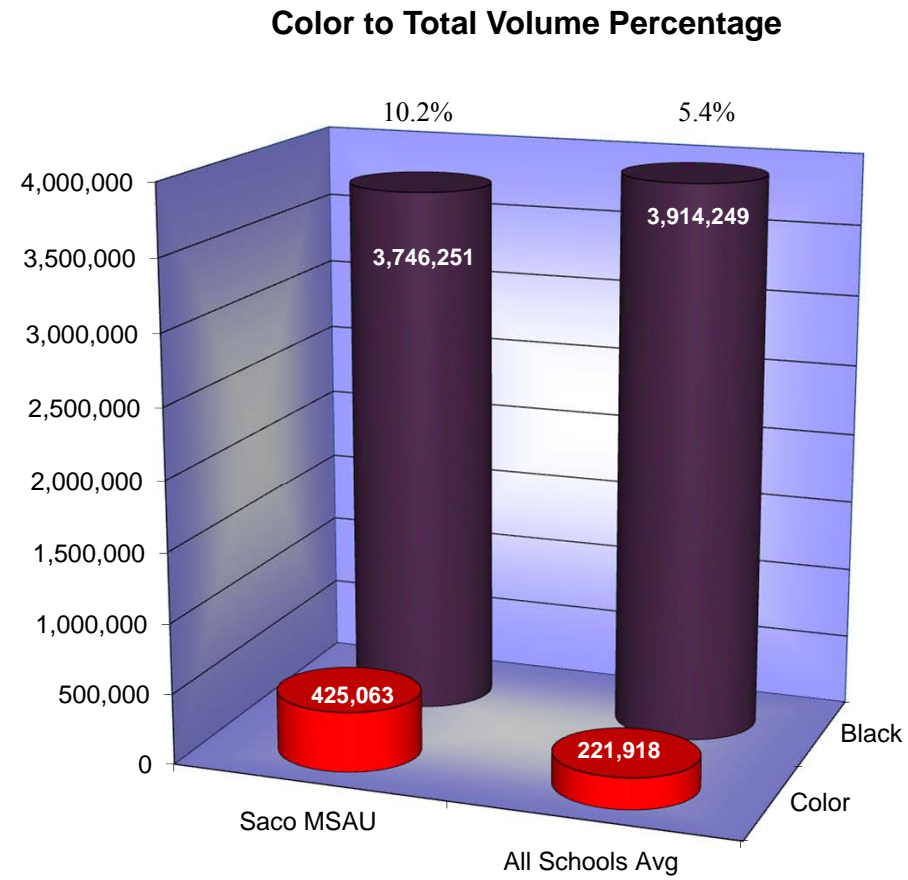
Cost Comparison – Color

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.*





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: 8/1/2014</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>		
CK BURNS SCHOOL						
<i>Cafeteria Office</i>						
HP Laser Jet P2035 / 30 PPM	13,884	13,892	8	\$0.007500	8 years from Intro. Underused!	
CNB9F20017 /				\$0.06		
750,000 / 11/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
<i>Custodial Office</i>						
HP Laser Jet Pro M401dne / 35 PPM	1,838	2,933	1,095	\$0.007500	None at this time.	
PHGFG24831 /				\$8.21		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>		
CK BURNS SCHOOL						
<i>Custodian</i>						
Konica Minolta BHC3350 / 35 PPM A4Y4011001431 / 9357 5363 750,000 / 01/2014 Color Laser MFP	33,777 27,753	74,657 89,073	40,880 61,320	\$0.008630 \$352.79 \$0.07375 \$4,522.35	None at this time.	
KMBS						
<i>Hall 2nd Floor</i>						
Konica Minolta BH4050 / 42 PPM A6VF011013664 / 1,000,000 / 02/2014 Black Laser MFP	22 0	36,980 0	36,958 0	\$0.008630 \$318.95 \$0.00000 \$0.00	None at this time.	
KMBS						
Konica Minolta BH4050 / 42 PPM A6VF011004885 / 9323 8216 1,000,000 / 02/2014 Black Laser MFP	63,431 0	72,486 0	9,055 0	\$0.008630 \$78.14 \$0.00000 \$0.00	Traded; replaced w/A6VF011013664.	
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2014</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>
CK BURNS SCHOOL					
<i>Karla's Office</i>					
Konica Minolta BH454E / 45 PPM	84,384	154,099	69,715	\$0.003900	None at this time.
A61E011005795 / 9357 5346				\$271.89	
1,000,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<hr/>					
<i>Library</i>					
Konica Minolta BHC3350 / 35 PPM	8,277	19,227	10,950	\$0.008630	None at this time.
A4Y4011001716 / 9353 9599				\$94.50	
750,000 / 01/2014	19,057	51,177	32,120	\$0.07375	
Color Laser MFP				\$2,368.85	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
CK BURNS SCHOOL						
Main Office Side Room						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36501 / 750,000 / 01/2013 Black Network Printer	8,026 0	21,531 0	13,505 0	\$0.007500 \$101.29 \$0.00000 \$0.00	None at this time.	
AXIS						
Konica Minolta BH654 / 65 PPM A5YN017003083 / 9353 9605 3,000,000 / 02/2013 Black Photocopier	238,141 0	582,701 0	344,560 0	\$0.003900 \$1,343.78 \$0.00000 \$0.00	None at this time.	
KMBS						
Konica Minolta BHC554 / 55 PPM A5AY011009019 / 9353 9608 3,000,000 / 08/2012 Color Photocopier	174,160 12,118	351,185 39,128	177,025 27,010	\$0.003900 \$690.40 \$0.04995 \$1,349.15	None at this time.	
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2014</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>
CK BURNS SCHOOL					
Nurse Office					
HP Laser Jet Pro M401dne / 35 PPM	2,277	6,292	4,015	\$0.007500	None at this time.
PHGFD36490 /				\$30.11	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
<hr/>					
Room 11					
HP Laser Jet P2035 / 30 PPM	40,951	51,901	10,950	\$0.007500	8 years from Intro.
CNB9X52891 /				\$82.13	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
CK BURNS SCHOOL						
Room 35						
HP Color Laser Jet M451dn / 21 PPM CNBH203074 / 500,000 / 02/2012 Color Network Printer	2,482 1,408	6,497 7,613	4,015 6,205	\$0.007500 \$30.11 \$0.08750 \$542.94	None at this time.	
AXIS						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36492 / 750,000 / 01/2013 Black Network Printer	1,108 0	1,473 0	365 0	\$0.007500 \$2.74 \$0.00000 \$0.00	None at this time.	
AXIS						
Room 5 - Book Room						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36498 / 750,000 / 01/2013 Black Network Printer	9,296 0	21,341 0	12,045 0	\$0.007500 \$90.34 \$0.00000 \$0.00	None at this time.	
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
CK BURNS SCHOOL						
Room G2 - Special Ed						
HP Laser Jet Pro M401dne / 35 PPM	4,451	8,466	4,015	\$0.007500	None at this time.	
PHGFD36502 /				\$30.11		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Teachers' Room 2nd Floor						
Konica Minolta BH754 / 75 PPM	265,139	584,514	319,375	\$0.003900	None at this time.	
A55V017002472 / 9357 5394				\$1,245.56		
4,000,000 / 03/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Konica Minolta BH754 / 75 PPM	283,604	586,554	302,950	\$0.003900	None at this time.	
A55V017002479 / 9356 4515				\$1,181.51		
4,000,000 / 03/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Subtotals Black			1,361,481	\$5,952.62		
Subtotals Color			126,655	\$8,783.29		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
GOV JOHN FAIRFIELD SCHOOL						
<i>B Wing Hall</i>						
Konica Minolta BH501 / 50 PPM	722,334	925,274	202,940	\$0.004230	8 years from Intro.	
A0R5011013636 / 8800 2943				\$858.44		
2,000,000 / 06/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
<i>Cafeteria Office</i>						
HP Color Laser Jet M251nw / 14 PPM	795	2,255	1,460	\$0.007500	None at this time.	
VNB3C31472 /				\$10.95		
150,000 / 09/2012	275	1,005	730	\$0.08750		
Color Network Printer				\$63.88		
AXIS						
<i>Library Room 15</i>						
HP Color Laser Jet 500 M551 / 33 PPM	1,671	3,861	2,190	\$0.007500	None at this time.	
CNDCG8D1MS /				\$16.43		
750,000 / 10/2011	3,507	11,537	8,030	\$0.08750		
Color Network Printer				\$702.63		
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
GOV JOHN FAIRFIELD SCHOOL						
Main Office						
Konica Minolta BHC554 / 55 PPM A5AY011008982 / 9357 5375 3,000,000 / 08/2012 Color Photocopier	55,436	120,406	64,970	\$0.003900 \$253.38 \$0.04995 \$1,476.77	None at this time.	
KMBS						
Portable - Room 21						
HP Color Laser Jet M451dn / 21 PPM CNDCG8D1LY / 500,000 / 02/2012 Color Network Printer	474	649	175	\$0.007500 \$1.31 \$0.08750 \$81.64	None at this time.	
AXIS						
Konica Minolta BH501 / 50 PPM A0R5011013688 / 8800 2891 2,000,000 / 06/2008 Black Photocopier	1,118,534	1,189,344	70,810	\$0.004230 \$299.53 \$0.00000 \$0.00	8 years from Intro.	
KMBS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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 Meter	6/30/2016 Meter						
GOV JOHN FAIRFIELD SCHOOL								
Room 1								
HP Laser Jet Pro M401dne / 35 PPM	4,129	8,874	4,745			\$0.007500		None at this time.
PHGFD36476 /						\$35.59		
750,000 / 01/2013	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
AXIS								
Room 13								
HP Laser Jet Pro M401dne / 35 PPM	5,808	6,903	1,095			\$0.007500		None at this time.
PHGFD36489 /						\$8.21		
750,000 / 01/2013	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
AXIS								
Room 9								
HP LaserJet P4014 / 45 PPM	54,153	61,818	7,665			\$0.007500		8 years from Intro.
CNDX227316 /						\$57.49		
1,000,000 / 05/2008	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
AXIS								

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
GOV JOHN FAIRFIELD SCHOOL						
Room 9 - Nurse						
HP Color Laser Jet 500 M551 / 33 PPM	3,462	7,842	4,380	\$0.007500	None at this time.	
CNDCG8D1M6 /				\$32.85		
750,000 / 10/2011	7,439	16,929	9,490	\$0.08750		
Color Network Printer				\$830.38		
AXIS						
Teachers' Room						
HP Color Laser Jet 500 M551 / 33 PPM	2,834	7,579	4,745	\$0.007500	None at this time.	
CNDCG8D1MH /				\$35.59		
750,000 / 10/2011	3,306	13,161	9,855	\$0.08750		
Color Network Printer				\$862.31		
AXIS						
Konica Minolta BH654 / 65 PPM	166,129	322,349	156,220	\$0.003900	None at this time.	
A5YN017003026 / 9357 5367				\$609.26		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Subtotals Black			521,395	\$2,219.02		
Subtotals Color			58,603	\$4,017.60		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
SACO DISTRICT BUS GARAGE						
Modular - Office						
Konica Minolta BHC3350 / 35 PPM	87	14,687	14,600	\$0.008630	None at this time.	
A4Y4011001520 / 9357 5364				\$126.00		
750,000 / 01/2014	101	2,291	2,190	\$0.07375		
Color Laser MFP				\$161.51		
KMBS						
Subtotals Black			14,600	\$126.00		
Subtotals Color			2,190	\$161.51		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SACO DISTRICT OFFICE						
Accounts Payable						
HP Color Laser Jet CP1518NI / 12 PPM JPCC97X03Q / 150,000 / 04/2008 Color Network Printer	970 2,935	1,335 4,030	365 1,095	\$0.007500 \$2.74 \$0.08750 \$95.81	8 years from Intro.	
AXIS						
Administrative Assistant						
HP Color Laser Jet M251nw / 14 PPM VNB3B36226 / 150,000 / 09/2012 Color Network Printer	0 0	2,555 1,825	2,555 1,825	\$0.007500 \$19.16 \$0.08750 \$159.69	None at this time.	
AXIS						
Business Office						
Konica Minolta BH501 / 50 PPM A0R5011013747 / 8800 2894 2,000,000 / 06/2008 Black Photocopier	195,349 0	232,579 0	37,230 0	\$0.004230 \$157.48 \$0.00000 \$0.00	8 years from Intro.	
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2014</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>
SACO DISTRICT OFFICE					
Business Office 2					
HP Laser Jet P4015N / 52 PPM	212,594	232,669	20,075	\$0.007500	8 years from Intro.
CNDY199500 /				\$150.56	
3,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Curriculum Director					
HP Laser Jet Pro M401dne / 35 PPM	780	830	50	\$0.007500	Underused!
PHGFD36507 /				\$0.38	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Special Education					
HP LaserJet P4014 / 45 PPM	193,924	217,284	23,360	\$0.007500	8 years from Intro.
CNDX223794 /				\$175.20	
1,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

Date of Last Upgrade: 8/1/2014				
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost Recommendations
SACO DISTRICT OFFICE				
Superintendent				
HP LaserJet Pro P1606dn / 26 PPM VNB3D75307 / 500,000 / 04/2010 Black Network Printer	10,009 0	11,834 0	1,825 0	\$0.007500 \$13.69 \$0.00000 \$0.00
AXIS				
Supt. Work Area				
Konica Minolta BHC654E / 65 PPM A2X1017006248 / 9356 4505 3,000,000 / 07/2013 Color Photocopier	63,047 21,299	162,692 69,479	99,645 48,180	\$0.003900 \$388.62 \$0.04995 \$2,406.59
KMBS				
Subtotals Black		185,105	\$907.82	
Subtotals Color		51,100	\$2,662.09	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SACO LEARNING CENTER						
Classroom 2						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36497 / 750,000 / 01/2013 Black Network Printer	4,347 0	11,282 0	6,935 0	\$0.007500 \$52.01 \$0.00000 \$0.00	None at this time.	
AXIS						
Office						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36495 / 750,000 / 01/2013 Black Network Printer	7,669 0	17,889 0	10,220 0	\$0.007500 \$76.65 \$0.00000 \$0.00		None at this time.
AXIS						
Work Room						
Konica Minolta BHc364 / 36 PPM A5C1011015184 / 9353 9613 750,000 / 06/2012 Color Photocopier	29,275 183	57,745 548	28,470 365	\$0.003900 \$111.03 \$0.04995 \$18.23	None at this time.	
KMBS						
Subtotals Black			45,625	\$239.70		
Subtotals Color			365	\$18.23		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2014
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SACO MIDDLE SCHOOL					
2nd Floor Lab					
HP Laser Jet P4015N / 52 PPM	56,488	70,723	14,235	\$0.007500	8 years from Intro.
JPDF237931 /				\$106.76	
3,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Copy Room 7th Grade Wing - B6B					
Konica Minolta BH654 / 65 PPM	130,941	248,836	117,895	\$0.003900	None at this time.
A5YN017003010 / 9357 5366				\$459.79	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Copy Room B6B					
HP Color Laser Jet M551N / 33 PPM	9,808	20,028	10,220	\$0.007500	None at this time.
CNDCG8D1LS /				\$76.65	
750,000 / 10/2011	16,587	34,107	17,520	\$0.08750	
Color Network Printer				\$1,533.00	
AXIS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2014</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>
SACO MIDDLE SCHOOL					
<i>Food Service Manager</i>					
HP Laser Jet P2035 / 30 PPM	19,300	25,140	5,840	\$0.007500	8 years from Intro.
VNB3H07021 /				\$43.80	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
<i>Kitchen Office</i>					
HP Laser Jet P2035 / 30 PPM	1,627	2,357	730	\$0.007500	8 years from Intro.
CNB9D20355 /				\$5.48	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
<i>Modular - Room 48</i>					
HP Color Laser Jet M451dn / 21 PPM	1,383	2,843	1,460	\$0.007500	None at this time.
CNBH203069 /				\$10.95	
500,000 / 02/2012	2,108	4,298	2,190	\$0.08750	
Color Network Printer				\$191.63	
AXIS					

Date of Last Upgrade: 8/1/2014

Date of Last Upgrade: 8/1/2014				
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				
SACO MIDDLE SCHOOL				
Outside Principal's Office				
Konica Minolta BH421 / 45 PPM	355,025	368,530	13,505	\$0.004230
A0R6011006262 / 6215 5604				\$57.13
1,000,000 / 06/2008	0	0	0	\$0.00000
Black Photocopier				\$0.00
KMBS				

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2014</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>
SACO MIDDLE SCHOOL					
Room 100 - Main Office					
HP Laser Jet P3015 / 42 PPM	89,990	105,320	15,330	\$0.007500	8 years from Intro.
VNBCB2P0FP /				\$114.98	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
HP Laser Jet P3015 / 42 PPM	142,810	143,175	365	\$0.007500	8 years from Intro.
VNBCC1L149 /				\$2.74	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
HP Laser Jet P4015N / 52 PPM	189,299	189,299	0	\$0.007500	8 years from Intro. Not being used. Why?
CNDY200950 /				\$0.00	
3,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Konica Minolta BHC554 / 55 PPM	7,225	18,175	10,950	\$0.003900	None at this time.
A5AY011009007 / 9357 5377				\$42.71	
3,000,000 / 08/2012	12,041	23,721	11,680	\$0.04995	
Color Photocopier				\$583.42	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SACO MIDDLE SCHOOL						
Room 106 - Left Side						
Konica Minolta BH654 / 65 PPM	98,509	252,174	153,665	\$0.003900	None at this time.	
A5YN017003085 / 9357 5365				\$599.29		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room 106 - Right Side						
Konica Minolta BH754E / 75 PPM	165,650	399,615	233,965	\$0.003900	None at this time.	
A55V017002455 / 9357 5389				\$912.46		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room 108 - Main Office Pod						
Konica Minolta BH4050 / 42 PPM	6,280	8,835	2,555	\$0.008630	None at this time.	
A6VF011004749 / 8802 4459				\$22.05		
1,000,000 / 02/2014	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
KMBS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>		
SACO MIDDLE SCHOOL						
Room 112 - Special Ed						
Konica Minolta BH501 / 50 PPM	126,881	131,991	5,110	\$0.004230	8 years from Intro.	
A0R5011012621 /				\$21.62		
2,000,000 / 06/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room 207						
HP Laser Jet P2035 / 30 PPM	9,474	10,934	1,460	\$0.007500	8 years from Intro.	
CNB9H55581 /				\$10.95		
750,000 / 11/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

Date of Last Upgrade: 8/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SACO MIDDLE SCHOOL					
Room 208 - Library					
HP Laser Jet P3015 / 42 PPM	12,936	21,331	8,395	\$0.007500	8 years from Intro.
VNBCB8L0TX /				\$62.96	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Konica Minolta BH654 / 65 PPM	173,578	333,083	159,505	\$0.003900	None at this time.
A5YN017003087 / 9353 9606				\$622.07	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH754E / 75 PPM	126,531	369,986	243,455	\$0.003900	None at this time.
A55V017002486 / 9357 5392				\$949.47	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
SACO MIDDLE SCHOOL						
Room A3						
HP Color Laser Jet 500 M551 / 33 PPM	2,762	5,682	2,920	\$0.007500	None at this time.	
CNDCG8D1MY /				\$21.90		
750,000 / 10/2011	3,323	7,703	4,380	\$0.08750		
Color Network Printer				\$383.25		
AXIS						
Room A-8						
HP Color Laser Jet M551N / 33 PPM	4,620	10,095	5,475	\$0.007500	None at this time.	
CNDCG8D1H6 /				\$41.06		
750,000 / 10/2011	7,557	16,317	8,760	\$0.08750		
Color Network Printer				\$766.50		
AXIS						
Room C2						
HP Color Laser Jet 500 M551 / 33 PPM	8,352	16,382	8,030	\$0.007500	None at this time.	
CNDCG8D1HG /				\$60.23		
750,000 / 10/2011	15,701	31,396	15,695	\$0.08750		
Color Network Printer				\$1,373.31		
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>			<i>Date of Last Upgrade: 8/1/2014</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>
SACO MIDDLE SCHOOL					
Room C7					
HP Color Laser Jet M451dn / 21 PPM CNDF361071 / 500,000 / 02/2012 Color Network Printer	1,697	5,347	3,650	\$0.007500 \$27.38	None at this time.
	3,483	9,323	5,840	\$0.08750 \$511.00	
AXIS					
Room D1					
HP Color Laser Jet 500 M551 / 33 PPM CNBH203062 / 750,000 / 10/2011 Color Network Printer	2,419	4,974	2,555	\$0.007500 \$19.16	None at this time.
	2,995	7,010	4,015	\$0.08750 \$351.31	
AXIS					
Room D3					
HP Color Laser Jet 500 M551 / 33 PPM CNDCG8D1MQ / 750,000 / 10/2011 Color Network Printer	3,690	9,165	5,475	\$0.007500 \$41.06	None at this time.
	5,333	13,363	8,030	\$0.08750 \$702.63	
AXIS					

Date of Last Upgrade: 8/1/2014						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SACO MIDDLE SCHOOL						
Room D8						
HP Color Laserjet Pro M476dn / 21 PPM CNB8G6TC2C / 500,000 / 04/2014 Color Laser MFP	1,987 1,673	6,367 6,418	4,380 4,745	\$0.007500 \$32.85 \$0.08750 \$415.19	None at this time.	
AXIS						
Room E2 - Office						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36496 / 750,000 / 01/2013 Black Network Printer	4,041 0	8,421 0	4,380 0	\$0.007500 \$32.85 \$0.00000 \$0.00		None at this time.
AXIS						
Room F2						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36494 / 750,000 / 01/2013 Black Network Printer	2,478 0	8,683 0	6,205 0	\$0.007500 \$46.54 \$0.00000 \$0.00	None at this time.	
AXIS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
SACO MIDDLE SCHOOL						
Room F7						
HP Laser Jet Pro M401dne / 35 PPM	2,444	7,919	5,475	\$0.007500	None at this time.	
PHGFD36503 /				\$41.06		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Subtotals Black			1,047,185	\$4,485.94		
Subtotals Color			82,855	\$6,811.23		

Date of Last Upgrade: 8/1/2014						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
YOUNG ELEMENTARY SCHOOL						
Main Office						
Konica Minolta BHC554 / 55 PPM A5AY011008979 / 9353 9614 3,000,000 / 08/2012 Color Photocopier	224,620	511,510	286,890	\$0.003900 \$1,118.87 \$0.04995 \$4,740.26	None at this time.	
KMBS						
Modular - Library						
HP Color Laser Jet CP2025 / 21 PPM CNGS303656 / 500,000 / 09/2008 Color Network Printer	582	947	365	\$0.007500 \$2.74 \$0.08750 \$351.31		8 years from Intro.
AXIS						
Prep Room						
Konica Minolta BH654 / 65 PPM A5YN017003082 / 9353 9607 3,000,000 / 02/2013 Black Photocopier	225,590	506,275	280,685	\$0.003900 \$1,094.67 \$0.00000 \$0.00	None at this time.	
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 8/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
YOUNG ELEMENTARY SCHOOL					
Room 20					
HP Color Laser Jet M451dn / 21 PPM CNBH401523 / 500,000 / 02/2012 Color Network Printer	2,597 4,688	5,517 9,068	2,920 4,380	\$0.007500 \$21.90 \$0.08750 \$383.25	None at this time.
AXIS					
Subtotals Black			570,860	\$2,238.18	
Subtotals Color			103,295	\$5,474.82	

<i>District Wide Black Totals</i>	3,746,251	\$16,169.27
<i>District Wide Color Totals</i>	425,063	\$27,928.77

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 9/15/2004 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
3,746,251	\$0.01399	\$52,410.05

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,746,251	\$0.00432	\$16,183.80	\$36,226.25	\$181,131.24

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$36,226.25 x 12 years as a Client

=\$434,714.97 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
CK Burns School	1,361,481	\$6,013.97	\$6,755.67	\$18,930.20	\$31,699.84
Gov John Fairfield School	521,395	\$2,240.93	\$2,587.16	\$7,249.54	\$12,077.63
Saco District Bus Garage	14,600	\$127.31	\$72.45	\$203.00	\$402.76
Saco District Office	185,105	\$917.16	\$918.49	\$2,573.72	\$4,409.37
Saco Learning Center	45,625	\$242.21	\$226.39	\$634.38	\$1,102.97
Saco Middle School	1,047,185	\$4,532.22	\$5,196.13	\$14,560.19	\$24,288.54
Young Elementary School	570,860	\$2,261.15	\$2,832.61	\$7,937.31	\$13,031.06
Total	3,746,251	\$16,334.94	\$18,588.90	\$52,088.33	\$87,012.17

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
CK Burns School	126,655	\$8,871.40
Gov John Fairfield School	58,603	\$4,057.93
Saco District Bus Garage	2,190	\$163.13
Saco District Office	51,100	\$2,688.75
Saco Learning Center	365	\$18.41
Saco Middle School	82,855	\$6,879.70
Young Elementary School	103,295	\$5,529.66
<i>Total</i>	425,063	\$28,208.99

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
Axis Business Solutions	Black Network Printer	184,383	\$0.00750	\$1,382.87	\$0.00758	\$1,397.62
Axis Business Solutions	Color Laser MFP	4,380	\$0.00750	\$32.85	\$0.00758	\$33.20
Axis Business Solutions	Color Network Printer	62,955	\$0.00750	\$472.16	\$0.00758	\$477.20
Konica-Minolta Business Solutions	Black Laser MFP	48,568	\$0.00863	\$419.14	\$0.00872	\$423.51
Konica-Minolta Business Solutions	Black Photocopier	2,381,990	\$0.00390	\$9,289.76	\$0.00394	\$9,385.04
Konica-Minolta Business Solutions	Black Photocopier	329,595	\$0.00423	\$1,394.19	\$0.00427	\$1,407.37
Konica-Minolta Business Solutions	Color Laser MFP	66,430	\$0.00863	\$573.29	\$0.00872	\$579.27
Konica-Minolta Business Solutions	Color Photocopier	667,950	\$0.00390	\$2,605.01	\$0.00394	\$2,631.72
Total		3,746,251	\$0.00432	\$16,169.27	\$0.00436	\$16,334.94

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
Axis Business Solutions	Color Laser MFP	4,745	\$0.08750	\$415.19	\$0.08838	\$419.36
Axis Business Solutions	Color Network Printer	112,988	\$0.08750	\$9,886.45	\$0.08838	\$9,985.88
Konica-Minolta Business Solutions	Color Laser MFP	95,630	\$0.07375	\$7,052.71	\$0.07449	\$7,123.48
Konica-Minolta Business Solutions	Color Photocopier	211,700	\$0.04995	\$10,574.42	\$0.05045	\$10,680.27
Total		425,063	\$0.06571	\$27,928.77	\$0.06636	\$28,208.99

Reprographic Equipment Assessment

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

Total Number of Units	73
Total Number of Units on Lease	48
Total Number of Units Owned	25
Lease Company	Norway Savings Bank
Lease Start Date	8/1/2014
Lease End Date	8/1/2019
Term	5 Annual
Annual Payment usually due on 8/1	\$52,088.33
Remaining Payments	3

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

Leased Equipment

Building	Make/Model	Serial Number
CK Burns School	Konica Minolta BH754	A55V017002472
CK Burns School	Konica Minolta BH4050	A6VF011013664
CK Burns School	Konica Minolta BHC3350	A4Y4011001716
CK Burns School	HP Laser Jet Pro M401dne	PHGFG24831
CK Burns School	Konica Minolta BHC3350	A4Y4011001431
CK Burns School	Konica Minolta BH454E	A61E011005795
CK Burns School	Konica Minolta BH654	A5YN017003083
CK Burns School	Konica Minolta BHC554	A5AY011009019
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36490
CK Burns School	HP Color Laser Jet M451dn	CNBH203074
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36492
CK Burns School	Konica Minolta BH754	A55V017002479
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36502
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36498
Gov John Fairfield School	HP Color Laser Jet 500 M551	CNDCG8D1MS
Gov John Fairfield School	Konica Minolta BHC554	A5AY011008982
Gov John Fairfield School	HP Color Laser Jet M451dn	CNDCG8D1LY
Gov John Fairfield School	HP Laser Jet Pro M401dne	PHGFD36476
Gov John Fairfield School	HP Laser Jet Pro M401dne	PHGFD36489
Gov John Fairfield School	Konica Minolta BH654	A5YN017003026
Gov John Fairfield School	HP Color Laser Jet 500 M551	CNDCG8D1MH
Saco District Bus Garage	Konica Minolta BHC3350	A4Y4011001520
Saco District Office	Konica Minolta BHC654E	A2X1017006248
Saco District Office	HP Laser Jet Pro M401dne	PHGFD36507
Saco Learning Center	HP Laser Jet Pro M401dne	PHGFD36495
Saco Learning Center	Konica Minolta BHC364	A5C1011015184
Saco Learning Center	HP Laser Jet Pro M401dne	PHGFD36497
Saco Middle School	Konica Minolta BH754E	A55V017002455
Saco Middle School	HP Color Laser Jet M451dn	CNDF361071
Saco Middle School	HP Color Laser Jet M551DN	CNDCG8D1H6

Building	Make/Model	Serial Number
Saco Middle School	HP Color Laser Jet M551N	CNDCG8D1LS
Saco Middle School	Konica Minolta BH654	A5YN017003010
Saco Middle School	Konica Minolta BH654	A5YN017003087
Saco Middle School	Konica Minolta BH754E	A55V017002486
Saco Middle School	Konica Minolta BH4050	A6VF011004749
Saco Middle School	Konica Minolta BHC554	A5AY011009007
Saco Middle School	HP Laser Jet P3015	VNBCB8L0TX
Saco Middle School	Konica Minolta BH654	A5YN017003085
Saco Middle School	HP Color Laser Jet 500 M551	CNDCG8D1MY
Saco Middle School	HP Color Laser Jet 500 M551	CNDCG8D1HG
Saco Middle School	HP Laser Jet Pro M401dne	PHGFD36496
Saco Middle School	HP Laser Jet Pro M401dne	PHGFD36503
Saco Middle School	HP Color Laser Jet 500 M551	CNBH203062
Saco Middle School	HP Laser Jet Pro M401dne	PHGFD36494
Saco Middle School	HP Color Laser Jet M451dn	CNBH203069
Young Elementary School	Konica Minolta BHC554	A5AY011008979
Young Elementary School	Konica Minolta BH654	A5YN017003082
Young Elementary School	HP Color Laser Jet M451dn	CNBH401523

Owned Equipment

Building	Make/Model	Serial Number
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36501
CK Burns School	HP Laser Jet P2035	CNB9X52891
CK Burns School	HP Laser Jet P2035	CNB9F20017
Gov John Fairfield School	HP Color Laser Jet 500 M551	CNDCG8D1M6
Gov John Fairfield School	Konica Minolta BH501	A0R5011013636
Gov John Fairfield School	HP Color Laser Jet M251nw	VNB3C31472
Gov John Fairfield School	Konica Minolta BH501	A0R5011013688
Gov John Fairfield School	HP LaserJet P4014	CNDX227316
Saco District Office	HP LaserJet P4014	CNDX223794
Saco District Office	HP Color Laser Jet CP1518NI	JPCC97X03Q
Saco District Office	HP Laser Jet P4015N	CNDY199500
Saco District Office	Konica Minolta BH501	A0R5011013747
Saco District Office	HP Color Laser Jet M251nw	VNB3B36226
Saco District Office	HP LaserJet Pro P1606dn	VNB3D75307
Saco Middle School	HP Laser Jet P2035	CNB9D20355
Saco Middle School	HP Laser Jet P2035	VNB3H07021
Saco Middle School	Konica Minolta BH421	A0R6011006262
Saco Middle School	HP Laser Jet P3015	VNBCB2P0FP
Saco Middle School	HP Laser Jet P3015	VNBCC1L149
Saco Middle School	Konica Minolta BH501	A0R5011012621
Saco Middle School	HP Laser Jet P2035	CNB9H55581
Saco Middle School	HP Color Laserjet Pro M476dn	CNB8G6TC2C
Saco Middle School	HP Color Laser Jet 500 M551	CNDCG8D1MQ
Saco Middle School	HP Laser Jet P4015N	JPDF237931
Young Elementary School	HP Color Laser Jet CP2025	CNGS303656



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
Celeste Hatch	chatch@sacoschools.org
David Lawler	dlawler@dscicorp.com
Deb Jackman	djackman@sacoschools.org
Doris Binette	dbinette@sacoschools.org
Jason Didonato	jdidonato@sacoschools.org
Jeanne Anderson	janderson@sacoschools.org
Jen Normand	jnormand@sacoschools.org
Jen Partridge	jpartridge@sacoschools.org
Julie Petrin	jpetrin@sacoschools.org
Karla Doyon	kdoyon@sacoschools.org
Kris Stryker	kstryker@sacoschools.org
Lila Mitchell	lmitchell@sacoschools.org
Maureen McMullin	mmcmullin@sacoschools.org
Mike Garrity	mgarrity@sacoschools.org
Peter Harrison	pharrison@sacoschools.org
Terri Cameron	tcameron@sacoschools.org

*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!