



***Specialized Purchasing Consultants***

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

# **2016-2017 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for 2017-18**

Jason Didonato  
Saco MSAU  
90 Beach Street  
Saco, ME 04072



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

Ugr vgo dgt 2017

Skip Tilton  
President

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Jason Didonato  
Saco MSAU  
90 Beach Street  
Saco, ME 04072

Dear Jason:

VISIT US ON THE WEB:  
[www.spccopypro.com](http://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 13 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 our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices

possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



**Jessica Paradis**

*Accounting Coordinator*

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

**Alex Webster**

*Operations Manager*

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



**Pam Weed**

*Client-Vendor Relations*

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

**Joel Heffernan**

*Implementation Specialist*

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experience with SPC.



**Robert Dutil**

*Director of Information Technology*

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

## Equipment Health Status

<b>Total Number of Machines:</b>	<b>74</b>
<b>Total Black Photocopiers</b>	<b>18</b>
<b>Total Color Photocopiers</b>	<b>10</b>
<b>Total Black Network Printers</b>	<b>27</b>
<b>Total Color Network Printers</b>	<b>19</b>
<b>Total Removed from Service:</b>	<b>0</b>
<b># of Units OFF Warranty:</b>	<b>0</b>
<b># of Units Approaching End of Warranty:</b>	<b>20</b>
<b># of Units Overused:</b>	<b>0</b>
<b># of Units Underused:</b>	<b>2</b>
<b>Commencement Date:</b>	<b>8/1/2014</b>
<b># of Annual Payments Left on Lease</b>	<b>2</b>
<b>All Warranties and Service Contracts Expire:</b>	<b>6/30/2020</b>
<b>SPC's FM Audit Print Management Software Loaded</b>	<b>Yes</b>
<b>Printer Contract Signed</b>	<b>No</b>

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Jason,

It has been three years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 20 machines that are nearing the end of warranty. These were machines that were carried over from your previous lease and you own outright as well as reconditioned machines. In order to stay ahead of your reliability curve, that upgrade could take place as early as the Summer of 2018. In that way you would only have one payment left. That being said, a second alternative is to wait until August of 2019 when your last payment will have been made. Either way, I am confident that there are other needs that an onsite visit will be able to address.

If we did an upgrade in 2018 however we would extend the life and warranty on a large portion of your equipment for another five years. 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.

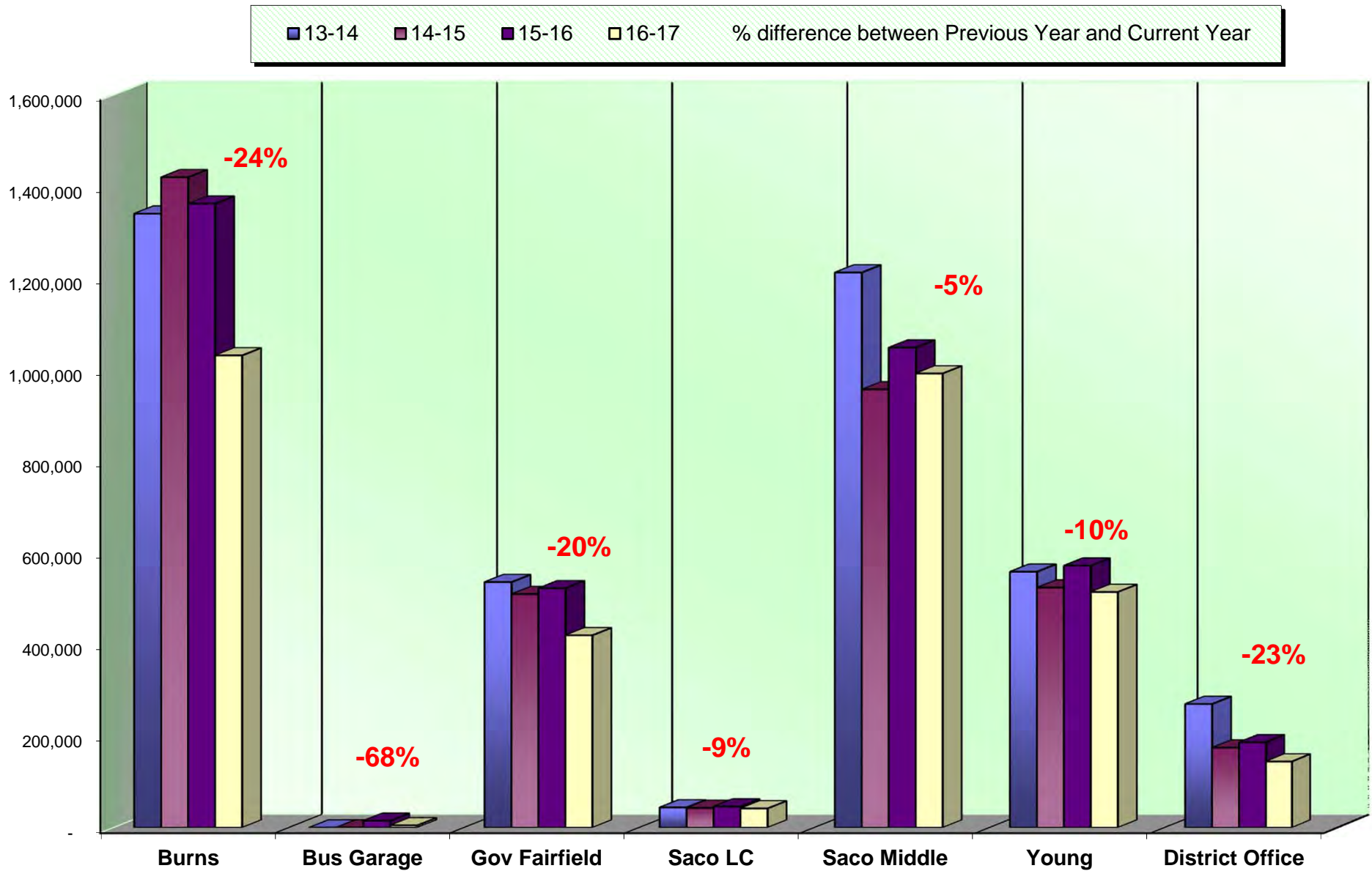
Sincerely,  
Skip

## 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.

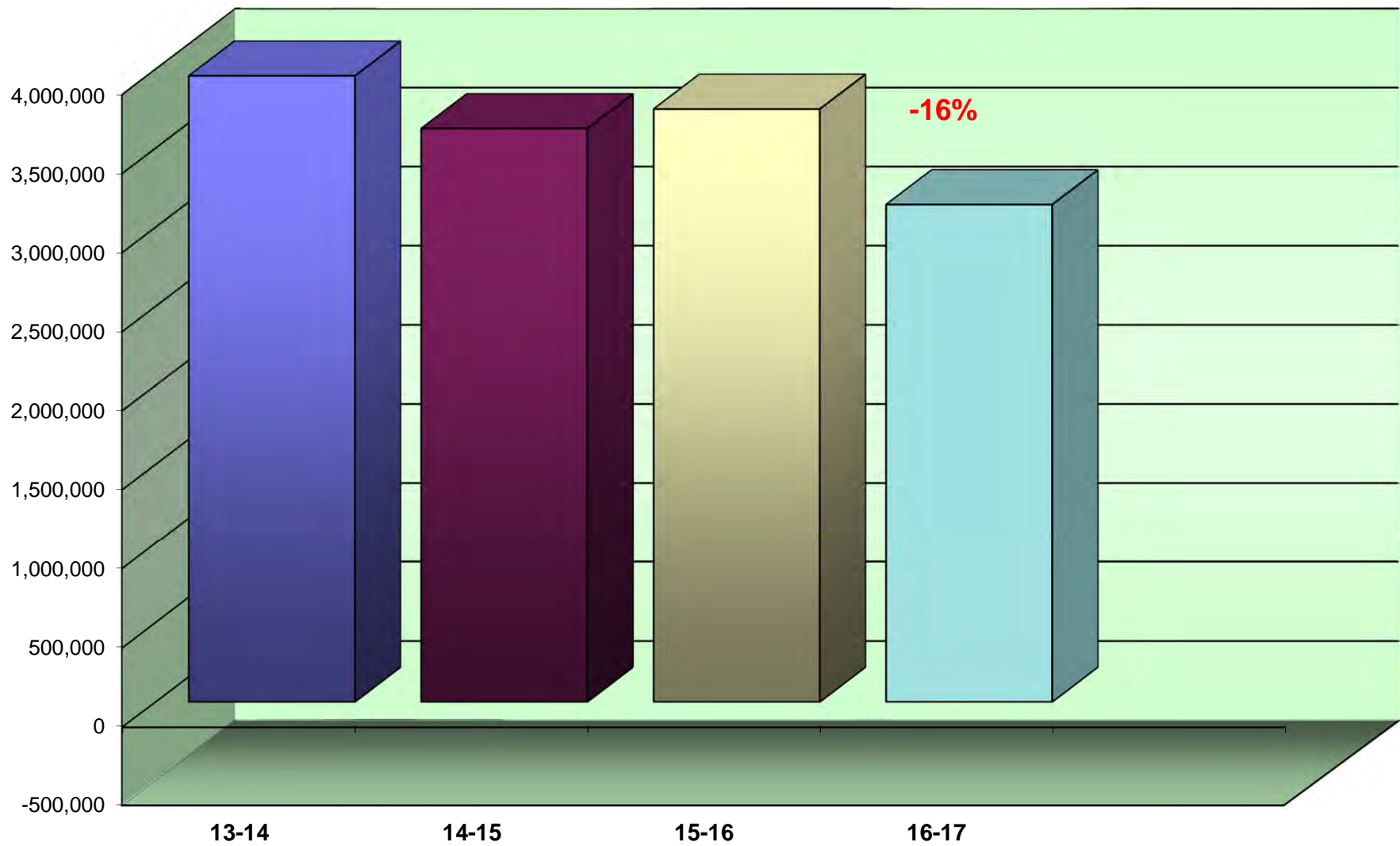
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
CK Burns School	Cafeteria Office	HP Laser Jet P2035	CNB9F20017	AXIS	11/2008
CK Burns School	Room 11	HP Laser Jet P2035	CNB9X52891	AXIS	11/2008
Gov John Fairfield School	B Wing Hall	Konica Minolta BH501	AOR5011013636	KMBS	06/2008
Gov 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 District Office	Superintendent	HP LaserJet Pro P1606dn	VNB3D75307	AXIS	04/2010
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

## Annual Black Volume by Building





## Annual Black Volume Overall



**% amount** equals the overall increase or decrease between Previous Year and Current Year



## Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
CK Burns School	588	1,030,096	\$26,946.69	1,752	\$45.83
Gov John Fairfield School	272	418,686	\$10,883.29	1,539	\$40.01
Saco District Bus Garage	0	4,697	\$143.11	0	\$0.00
Saco District Office	0	143,390	\$3,819.44	0	\$0.00
Saco Learning Center	0	41,515	\$1,087.65	0	\$0.00
Saco Middle School	591	990,684	\$25,860.23	1,676	\$43.76
Young Elementary School	289	513,351	\$13,135.42	1,776	\$45.45
<b>Totals</b>	<b>1,740</b>	<b>3,142,419</b>	<b>\$81,875.82</b>	<b>1,806</b>	<b>\$47.06</b>

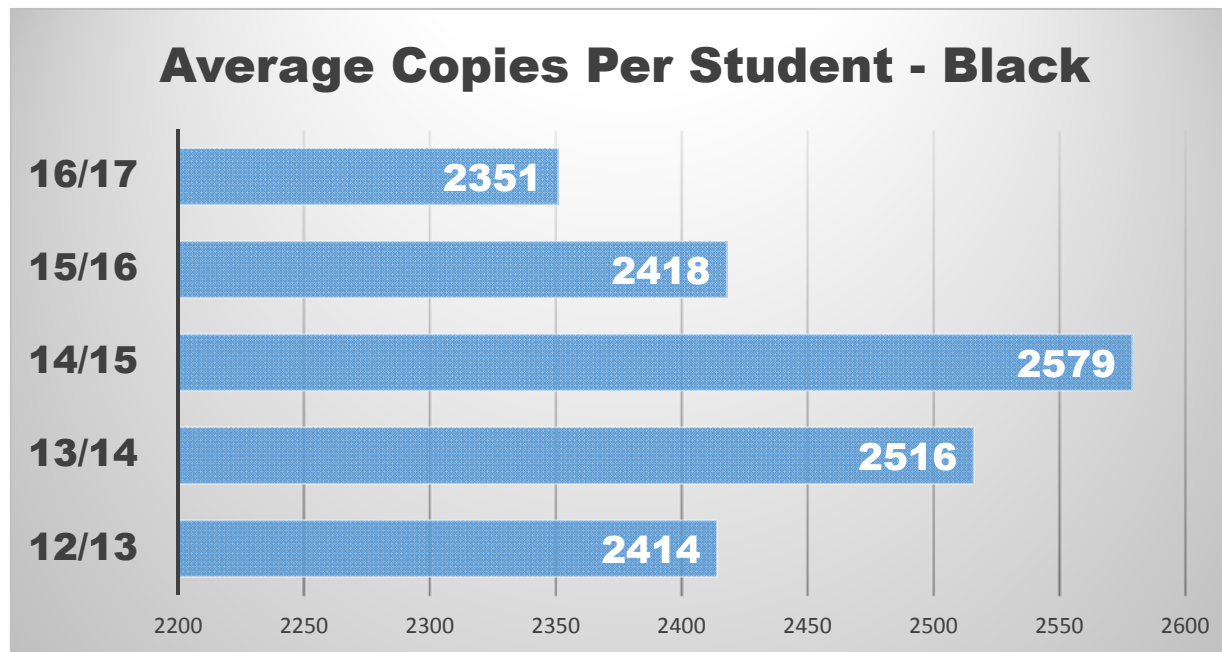
*\*Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

### *Cost Comparison - Black Only*

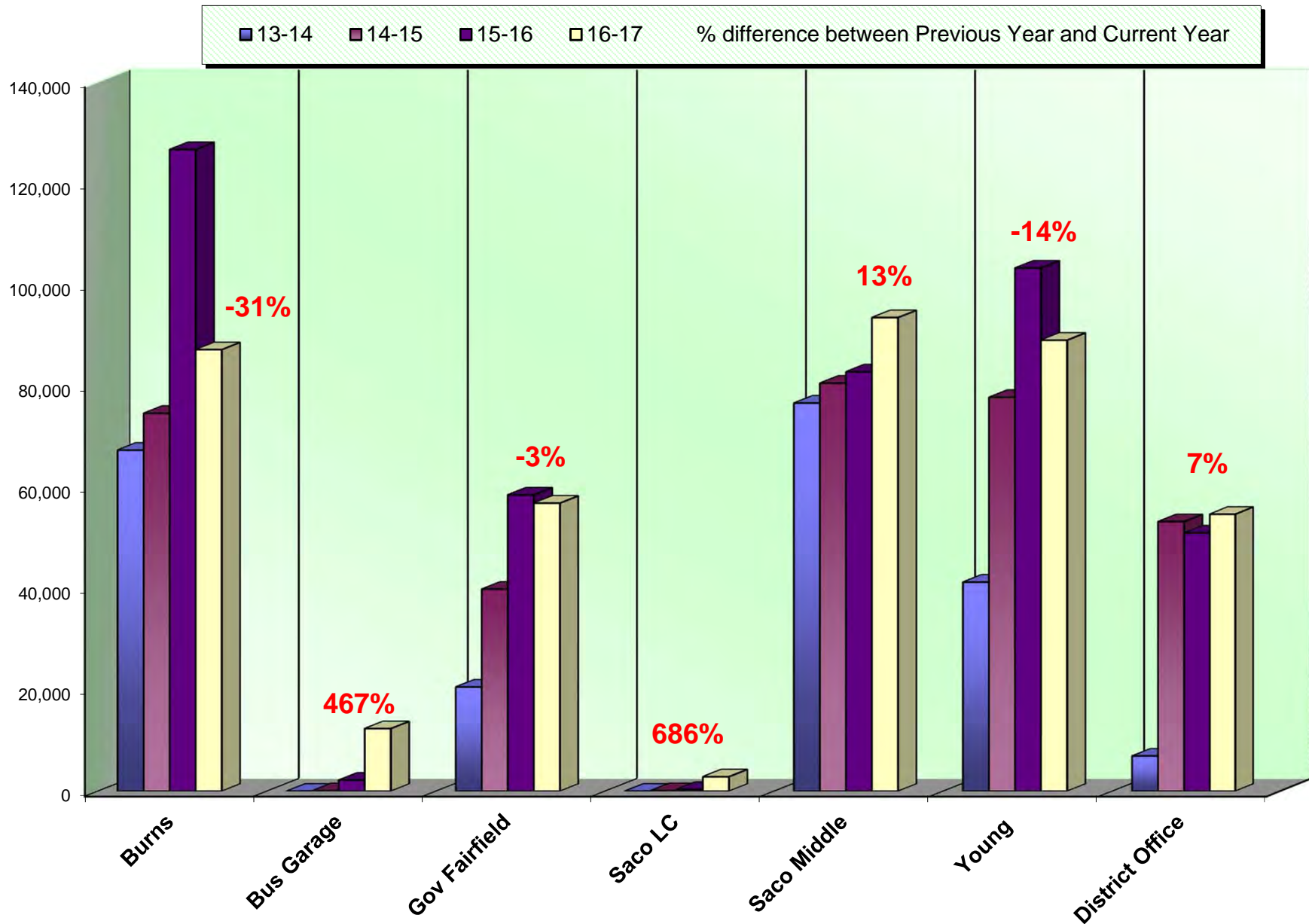
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<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>
<b>All Schools w/student populations</b>	<b>85,149</b>	<b>200,180,673</b>	<b>\$3,977,633.44</b>	<b>2,351</b>	<b>\$46.71</b>

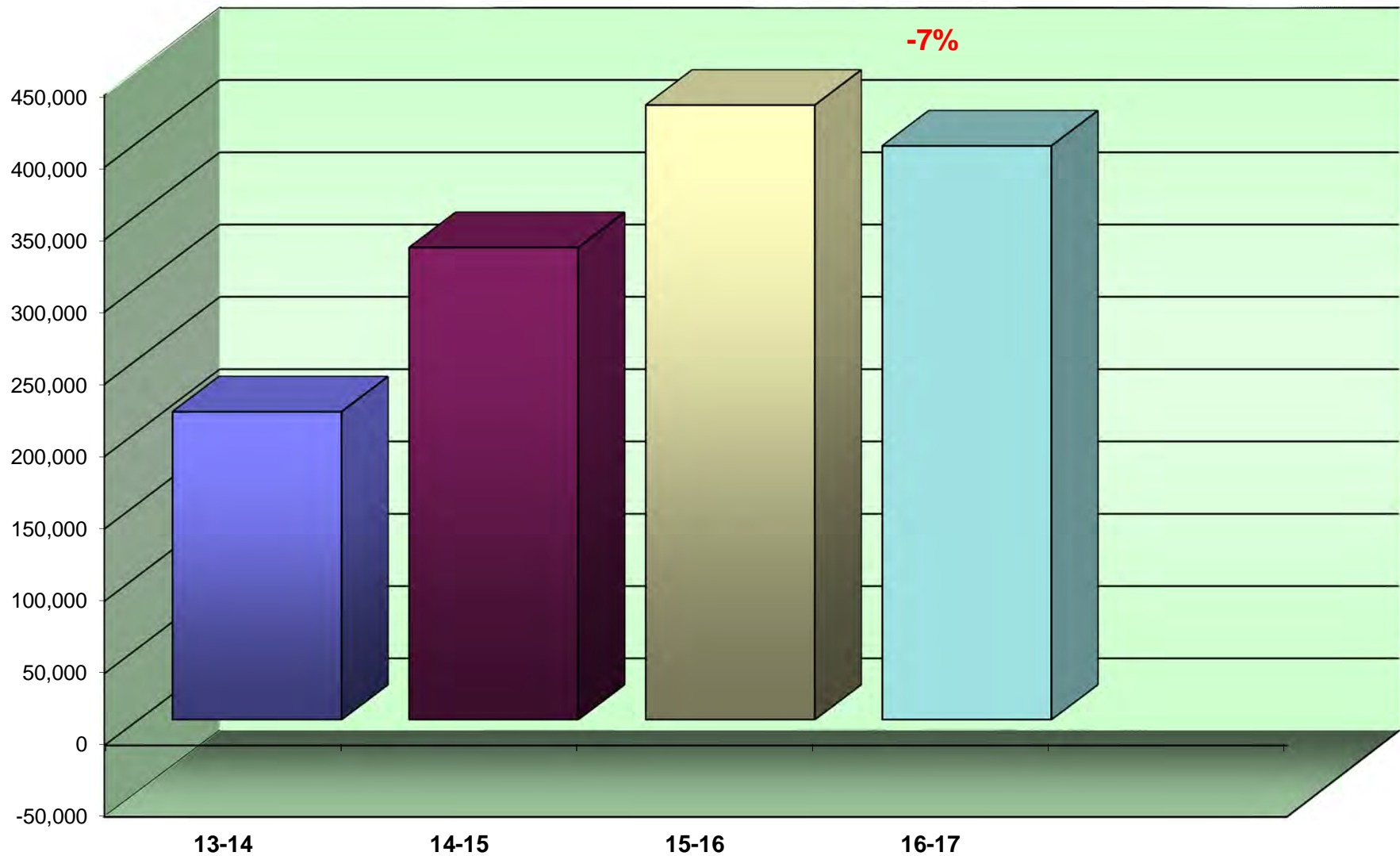
*\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



## Annual Color Volume by Building



## ANNUAL COLOR VOLUME BY DISTRICT



**% amount** equals the overall increase or decrease between Previous Year and Current Year

## 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	588	87,220	\$6,301.30	148	\$10.72
Gov John Fairfield School	272	56,969	\$4,163.84	209	\$15.31
Saco District Bus Garage	0	12,409	\$946.56	0	\$0.00
Saco District Office	0	54,791	\$2,941.59	0	\$0.00
Saco Learning Center	0	2,870	\$148.26	0	\$0.00
Saco Middle School	591	93,539	\$7,841.51	158	\$13.27
Young Elementary School	289	89,087	\$4,825.88	308	\$16.70
<b>Totals</b>	<b>1,740</b>	<b>396,885</b>	<b>\$27,168.93</b>	<b>228</b>	<b>\$15.61</b>

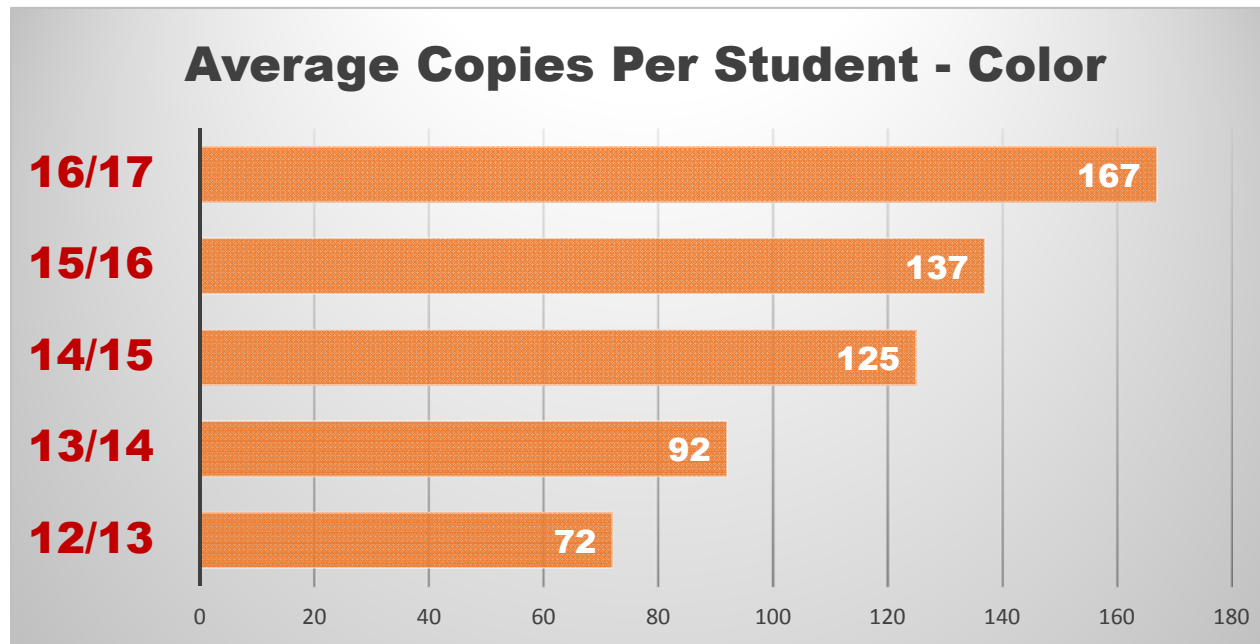
*\*Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

### *Cost Comparison – Color Only*

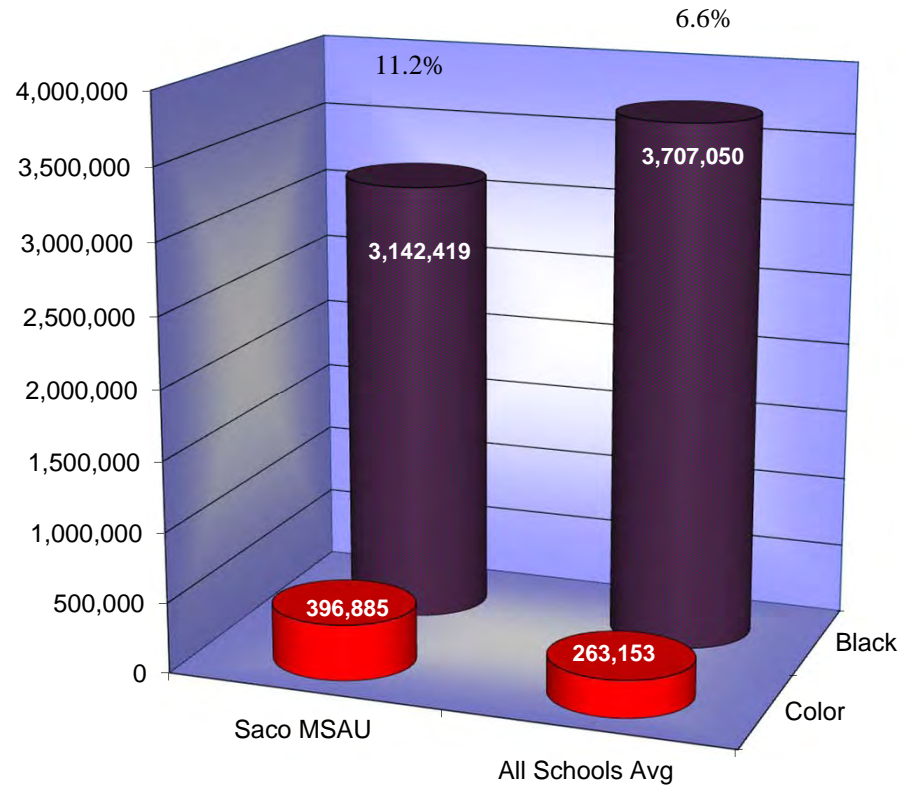
This is an SPC Comparison contrasting your district with 54 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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>
<b>All Schools w/student populations</b>	<b>85,149</b>	<b>14,210,264</b>	<b>\$726,269.21</b>	<b>167</b>	<b>\$8.53</b>

*\*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.

Date of Last Upgrade: 8/1/2014				
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost Recommendations
CK BURNS SCHOOL				
Cafeteria Office				
HP Laser Jet P2035 / 30 PPM CNB9F20017 / 750,000 / 11/2008 Black Network Printer	13,892  0	17,729  0	3,837  0	\$0.007580 \$29.08 \$0.00000 \$0.00 9 years from Intro.
AXIS				
Custodial Office				
HP Laser Jet Pro M401dne / 35 PPM PHGFG24831 / 750,000 / 01/2013 Black Network Printer	2,933  0	4,795  0	1,862  0	\$0.007580 \$14.11 \$0.00000 \$0.00 None at this time.
AXIS				

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>CK BURNS SCHOOL</b>					
<b><i>Custodian</i></b>					
Konica Minolta BHC3350 / 35 PPM A4Y4011001431 / 9357 5363 750,000 / 01/2014 Color Laser MFP	74,657  89,073	113,899  134,721	39,242  45,648	\$0.008720 \$342.19 \$0.07449 \$3,400.32	None at this time.
<b>KMBS</b>					
<b><i>Hall 2nd Floor</i></b>					
Konica Minolta BH4050 / 42 PPM A6VF011013664 / 1,000,000 / 02/2014 Black Laser MFP	36,980  0	91,826  0	54,846  0	\$0.008720 \$478.26 \$0.00000 \$0.00	None at this time.
<b>KMBS</b>					
<b><i>Karla's Office</i></b>					
Konica Minolta BH454E / 45 PPM A61E011005795 / 9357 5346 1,000,000 / 11/2013 Black Photocopier	154,099  0	206,667  0	52,568  0	\$0.003940 \$207.12 \$0.00000 \$0.00	None at this time.
<b>KMBS</b>					

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<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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>CK BURNS SCHOOL</b>					
<b>Main Office Side Room</b>					
HP Laser Jet Pro M401dne / 35 PPM PHGFD36501 / 750,000 / 01/2013 Black Network Printer	21,531  0	25,267  0	3,736  0	\$0.007580 \$28.32 \$0.00000 \$0.00	None at this time.
<b>AXIS</b>					
Konica Minolta BH654 / 65 PPM A5YN017003083 / 9353 9605 3,000,000 / 02/2013 Black Photocopier	582,701  0	858,208  0	275,507  0	\$0.003940 \$1,085.50 \$0.00000 \$0.00	None at this time.
<b>KMBS</b>					
Konica Minolta BHC554 / 55 PPM A5AY011009019 / 9353 9608 3,000,000 / 08/2012 Color Photocopier	351,185  39,128	471,067  53,706	119,882  14,578	\$0.003940 \$472.34 \$0.05045 \$735.46	None at this time.
<b>KMBS</b>					

<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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>CK BURNS SCHOOL</b>						
<b>Nurse Office</b>						
HP Laser Jet Pro M401dne / 35 PPM	6,292	9,687	3,395	\$0.007580	None at this time.	
PHGFD36490 /				\$25.73		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>AXIS</b>						
<b>Room 11</b>						
HP Laser Jet P2035 / 30 PPM	51,901	55,269	3,368	\$0.007580	9 years from Intro.	
CNB9X52891 /				\$25.53		
750,000 / 11/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>AXIS</b>						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>CK BURNS SCHOOL</b>						
<b>Room 35</b>						
HP Color Laser Jet M451dn / 21 PPM CNBH203074 / 500,000 / 02/2012 Color Network Printer	6,497  7,613	7,016  8,110	519  497	\$0.007580 \$3.93 \$0.08838 \$43.92	None at this time.	
<b>AXIS</b>						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36492 / 750,000 / 01/2013 Black Network Printer	1,473  0	2,729  0	1,256  0	\$0.007580 \$9.52 \$0.00000 \$0.00	None at this time.	
<b>AXIS</b>						
<b>Room 5 - Book Room</b>						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36498 / 750,000 / 01/2013 Black Network Printer	21,341  0	31,580  0	10,239  0	\$0.007580 \$77.61 \$0.00000 \$0.00	None at this time.	
<b>AXIS</b>						

Date of Last Upgrade: 8/1/2014						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
CK BURNS SCHOOL						
Room G2 - Special Ed						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36502 / 750,000 / 01/2013 Black Network Printer	8,466  0	10,207  0	1,741  0	\$0.007580 \$13.20 \$0.00000 \$0.00	None at this time.	
AXIS						
Teachers' Room 2nd Floor						
Konica Minolta BH754 / 75 PPM A55V017002479 / 9356 4515 4,000,000 / 03/2013 Black Photocopier	586,554  0	773,868  0	187,314  0	\$0.003940 \$738.02 \$0.00000 \$0.00		None at this time.
KMBS						
Konica Minolta BH754 / 75 PPM A55V017002472 / 9357 5394 4,000,000 / 03/2013 Black Photocopier	584,514  0	847,834  0	263,320  0	\$0.003940 \$1,037.48 \$0.00000 \$0.00	None at this time.	
KMBS						
Subtotals Black			1,030,096	\$4,653.03		
Subtotals Color			87,220	\$6,153.47		



					Date of Last Upgrade: 8/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
GOV JOHN FAIRFIELD SCHOOL					
B Wing Hall					
Konica Minolta BH501 / 50 PPM	925,274	1,042,464	117,190	\$0.004270	9 years from Intro.
A0R5011013636 / 8800 2943				\$500.40	
2,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Cafeteria Office					
HP Color Laser Jet M251nw / 14 PPM	2,255	3,536	1,281	\$0.007580	None at this time.
VNB3C31472 /				\$9.71	
150,000 / 09/2012	1,005	1,680	675	\$0.08838	
Color Network Printer				\$59.66	
AXIS					
Library Room 15					
HP Color Laser Jet 500 M551 / 33 PPM	3,861	6,068	2,207	\$0.007580	None at this time.
CNDCG8D1MS /				\$16.73	
750,000 / 10/2011	11,537	14,956	3,419	\$0.08838	
Color Network Printer				\$302.17	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 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	120,406	157,023	36,617	\$0.003940 \$144.27	None at this time.	
	45,332	70,869	25,537	\$0.05045 \$1,288.34		
KMBS						
Portable - Room 21						
HP Color Laser Jet M551N / 33 PPM CNDCG8D1LY / 750,000 / 10/2011 Color Network Printer	649	843	194	\$0.007580 \$1.47	None at this time.	
	1,869	2,603	734	\$0.08838 \$64.87		
AXIS						
Konica Minolta BH501 / 50 PPM A0R5011013688 / 8800 2891 2,000,000 / 06/2008 Black Photocopier	1,189,344	1,232,515	43,171	\$0.004270 \$184.34	9 years from Intro.	
	0	0	0	\$0.00000 \$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>2016-17</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2016 Meter	6/30/2017 Meter						
<b>GOV JOHN FAIRFIELD SCHOOL</b>								
<b>Room 1</b>								
HP Laser Jet Pro M401dne / 35 PPM	8,874	16,398	7,524			\$0.007580		None at this time.
PHGFD36476 /						\$57.03		
750,000 / 01/2013	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
<b>AXIS</b>								
<b>Room 13</b>								
HP Laser Jet Pro M401dne / 35 PPM	6,903	9,620	2,717			\$0.007580		None at this time.
PHGFD36489 /						\$20.59		
750,000 / 01/2013	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
<b>AXIS</b>								
<b>Room 9</b>								
HP LaserJet P4014 / 45 PPM	61,818	66,645	4,827			\$0.007580		9 years from Intro.
CNDX227316 /						\$36.59		
1,000,000 / 05/2008	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
<b>AXIS</b>								

Date of Last Upgrade: 8/1/2014						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
GOV JOHN FAIRFIELD SCHOOL						
Room 9 - Nurse						
HP Color Laser Jet 500 M551 / 33 PPM CNDCG8D1M6 / 750,000 / 10/2011 Color Network Printer	7,842  16,929	14,623  30,379	6,781  13,450	\$0.007580 \$51.40 \$0.08838 \$1,188.71	None at this time.	
AXIS						
Teachers' Room						
HP Color Laser Jet 500 M551 / 33 PPM CNDCG8D1MH / 750,000 / 10/2011 Color Network Printer	7,579  13,161	15,253  26,315	7,674  13,154	\$0.007580 \$58.17 \$0.08838 \$1,162.55		None at this time.
AXIS						
Konica Minolta BH654 / 65 PPM A5YN017003026 / 9357 5367 3,000,000 / 02/2013 Black Photocopier	322,349  0	510,852  0	188,503  0	\$0.003940 \$742.70 \$0.00000 \$0.00	None at this time.	
KMBS						
Subtotals Black			418,686	\$1,823.41		
Subtotals Color			56,969	\$4,066.30		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>SACO DISTRICT BUS GARAGE</b>						
<b>Modular - Office</b>						
Konica Minolta BHC3350 / 35 PPM A4Y4011001520 / 9357 5364 750,000 / 01/2014 Color Laser MFP	14,687	19,384	4,697	\$0.008720 \$40.96 \$0.07449 \$924.35	None at this time.	
<b>KMBS</b>						
<b>Subtotals Black</b>						
<b>Subtotals Color</b>						

					Date of Last Upgrade: 8/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
SACO DISTRICT OFFICE					
Accounts Payable					
HP Color Laser Jet CP1518NI / 12 PPM	1,335	1,368	33	\$0.007580	9 years from Intro.
JPCC97X03Q /				\$0.25	
150,000 / 04/2008	4,030	4,514	484	\$0.08838	
Color Network Printer				\$42.78	
AXIS					
Administrative Assistant					
HP Color Laser Jet M251nw / 14 PPM	2,555	4,198	1,643	\$0.007580	None at this time.
VNB3B36226 /				\$12.45	
150,000 / 09/2012	1,825	4,201	2,376	\$0.08838	
Color Network Printer				\$209.99	
AXIS					
Business Office					
Konica Minolta BH501 / 50 PPM	232,579	262,271	29,692	\$0.004270	9 years from Intro.
A0R5011013747 / 8800 2894				\$126.78	
2,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

Date of Last Upgrade: 8/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
SACO DISTRICT OFFICE					
Business Office 2					
HP Laser Jet P4015N / 52 PPM	232,669	250,475	17,806	\$0.007580	9 years from Intro.
CNDY199500 /				\$134.97	
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	830	844	14	\$0.007580	Underused!
PHGFD36507 /				\$0.11	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Special Education					
HP LaserJet P4014 / 45 PPM	217,284	236,171	18,887	\$0.007580	9 years from Intro.
CNDX223794 /				\$143.16	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 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	11,834  0	11,834  0	0  0	\$0.007580 \$0.00 \$0.00000 \$0.00	7 years from Intro. Underused!	
AXIS						
Supt. Work Area						
Konica Minolta BHC654E / 65 PPM A2X1017006248 / 9356 4505 3,000,000 / 07/2013 Color Photocopier	162,692  69,479	238,007  121,410	75,315  51,931	\$0.003940 \$296.74 \$0.05045 \$2,619.92		None at this time.
KMBS						
Subtotals Black			143,390	\$714.47		
Subtotals Color			54,791	\$2,872.69		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 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	11,282  0	13,258  0	1,976  0	\$0.007580 \$14.98 \$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	17,889  0	22,936  0	5,047  0	\$0.007580 \$38.26 \$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	57,745  548	92,237  3,418	34,492  2,870	\$0.003940 \$135.90 \$0.05045 \$144.79	None at this time.	
KMBS						
Subtotals Black			41,515	\$189.13		
Subtotals Color			2,870	\$144.79		

					Date of Last Upgrade: 8/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
SACO MIDDLE SCHOOL					
2nd Floor Lab					
HP Laser Jet P4015N / 52 PPM	70,723	79,015	8,292	\$0.007580	9 years from Intro.
JPDF237931 /				\$62.85	
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	248,836	388,262	139,426	\$0.003940	None at this time.
A5YN017003010 / 9357 5366				\$549.34	
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	20,028	34,396	14,368	\$0.007580	None at this time.
CNDCG8D1LS /				\$108.91	
750,000 / 10/2011	34,107	57,080	22,973	\$0.08838	
Color Network Printer				\$2,030.35	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>SACO MIDDLE SCHOOL</b>					
<b><i>Food Service Manager</i></b>					
HP Laser Jet P2035 / 30 PPM	25,140	28,708	3,568	\$0.007580	9 years from Intro.
VNB3H07021 /				\$27.05	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					
<b><i>Kitchen Office</i></b>					
HP Laser Jet P2035 / 30 PPM	2,357	3,002	645	\$0.007580	9 years from Intro.
CNB9D20355 /				\$4.89	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					
<b><i>Modular - Room 48</i></b>					
HP Color Laser Jet M451dn / 21 PPM	2,843	7,034	4,191	\$0.007580	None at this time.
CNBH203069 /				\$31.77	
500,000 / 02/2012	4,298	7,490	3,192	\$0.08838	
Color Network Printer				\$282.11	
<b>AXIS</b>					

					Date of Last Upgrade: 8/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
SACO MIDDLE SCHOOL					
Outside Principal's Office					
Konica Minolta BH421 / 45 PPM	368,530	387,552	19,022	\$0.004270	9 years from Intro.
A0R6011006262 / 6215 5604				\$81.22	
1,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

Date of Last Upgrade: 8/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
SACO MIDDLE SCHOOL					
Room 100 - Main Office					
HP Laser Jet P3015 / 42 PPM	105,320	124,137	18,817	\$0.007580	9 years from Intro.
VNBCB2P0FP /				\$142.63	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
HP Laser Jet P3015 / 42 PPM	143,175	144,629	1,454	\$0.007580	9 years from Intro.
VNBCC1L149 /				\$11.02	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Konica Minolta BHC554 / 55 PPM	18,175	41,546	23,371	\$0.003940	None at this time.
A5AY011009007 / 9357 5377				\$92.08	
3,000,000 / 08/2012	23,721	39,781	16,060	\$0.05045	
Color Photocopier				\$810.23	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>SACO MIDDLE SCHOOL</b>						
<b>Room 106 - Left Side</b>						
Konica Minolta BH654 / 65 PPM	252,174	352,168	99,994	\$0.003940	None at this time.	
A5YN017003085 / 9357 5365				\$393.98		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
<b>KMBS</b>						
<b>Room 106 - Right Side</b>						
Konica Minolta BH754E / 75 PPM	399,615	576,400	176,785	\$0.003940	None at this time.	
A55V017002455 / 9357 5389				\$696.53		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
<b>KMBS</b>						
<b>Room 108 - Main Office Pod</b>						
Konica Minolta BH4050 / 42 PPM	8,835	22,632	13,797	\$0.008720	None at this time.	
A6VF011004749 / 8802 4459				\$120.31		
1,000,000 / 02/2014	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
<b>KMBS</b>						



<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>SACO MIDDLE SCHOOL</b>					
<b>Room 112 - Special Ed</b>					
Konica Minolta BH501 / 50 PPM	131,991	138,347	6,356	\$0.004270	9 years from Intro.
A0R5011012621 /				\$27.14	
2,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Room 207</b>					
HP Laser Jet P2035 / 30 PPM	10,934	11,455	521	\$0.007580	9 years from Intro.
CNB9H55581 /				\$3.95	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2014
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
SACO MIDDLE SCHOOL					
Room 208 - Library					
HP Laser Jet P3015 / 42 PPM	21,331	41,980	20,649	\$0.007580	9 years from Intro.
VNBCB8L0TX /				\$156.52	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Konica Minolta BH654 / 65 PPM	333,083	494,900	161,817	\$0.003940	None at this time.
A5YN017003087 / 9353 9606				\$637.56	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH754E / 75 PPM	369,986	598,302	228,316	\$0.003940	None at this time.
A55V017002486 / 9357 5392				\$899.57	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>SACO MIDDLE SCHOOL</b>						
<b>Room A3</b>						
HP Color Laser Jet 500 M551 / 33 PPM	5,682	7,926	2,244	\$0.007580	None at this time.	
CNDCG8D1MY /				\$17.01		
750,000 / 10/2011	7,703	10,198	2,495	\$0.08838		
Color Network Printer				\$220.51		
<b>AXIS</b>						
<b>Room A-8</b>						
HP Color Laser Jet M551N / 33 PPM	10,095	17,709	7,614	\$0.007580	None at this time.	
CNDCG8D1H6 /				\$57.71		
750,000 / 10/2011	16,317	27,931	11,614	\$0.08838		
Color Network Printer				\$1,026.45		
<b>AXIS</b>						
<b>Room C2</b>						
HP Color Laser Jet 500 M551 / 33 PPM	16,382	23,389	7,007	\$0.007580	None at this time.	
CNDCG8D1HG /				\$53.11		
750,000 / 10/2011	31,396	41,061	9,665	\$0.08838		
Color Network Printer				\$854.19		
<b>AXIS</b>						

<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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>SACO MIDDLE SCHOOL</b>						
<b>Room C7</b>						
HP Color Laser Jet M451dn / 21 PPM CNDF361071 / 500,000 / 02/2012 Color Network Printer	0	3,189	3,189	\$0.007580 \$24.17	None at this time.	
	0	7,001	7,001	\$0.08838		
				\$618.75		
<b>AXIS</b>						
HP Color Laser Jet M451dn / 21 PPM CNDF361071A / 500,000 / 02/2012 Color Network Printer	5,347	6,236	889	\$0.007580 \$6.74		
	9,323	10,889	1,566	\$0.08838	None at this time.	
				\$138.40		
<b>AXIS</b>						
<b>Room D1</b>						
HP Color Laser Jet M451dn / 21 PPM CNBH203062 / 500,000 / 02/2012 Color Network Printer	4,974	9,536	4,562	\$0.007580 \$34.58		None at this time.
	7,010	13,998	6,988	\$0.08838		
				\$617.60		
<b>AXIS</b>						

Date of Last Upgrade: 8/1/2014						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SACO MIDDLE SCHOOL						
Room D3						
HP Color Laser Jet 500 M551 / 33 PPM CNDCG8D1MQ / 750,000 / 10/2011 Color Network Printer	9,165  13,363	12,253  18,824	3,088  5,461	\$0.007580 \$23.41 \$0.08838 \$482.64	None at this time.	
AXIS						
Room D8						
HP Color Laserjet Pro M476dn / 21 PPM CNB8G6TC2C / 500,000 / 04/2014 Color Laser MFP	6,367  6,418	11,076  12,942	4,709  6,524	\$0.007580 \$35.69 \$0.08838 \$576.59		None at this time.
AXIS						
Room E2 - Office						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36496 / 750,000 / 01/2013 Black Network Printer	8,421  0	11,120  0	2,699  0	\$0.007580 \$20.46 \$0.00000 \$0.00	None at this time.	
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
SACO MIDDLE SCHOOL						
Room F2						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36494 / 750,000 / 01/2013 Black Network Printer	8,683  0	12,924  0	4,241  0	\$0.007580 \$32.15 \$0.00000 \$0.00	None at this time.	
AXIS						
Room F7						
HP Laser Jet Pro M401dne / 35 PPM PHGFD36503 / 750,000 / 01/2013 Black Network Printer	7,919  0	16,972  0	9,053  0	\$0.007580 \$68.62 \$0.00000 \$0.00	None at this time.	
AXIS						
Subtotals Black			990,684	\$4,420.97		
Subtotals Color			93,539	\$7,657.82		

Date of Last Upgrade: 8/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 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	511,510	781,031	269,521	\$0.003940 \$1,061.91	None at this time.
	154,702	238,031	83,329	\$0.05045	
				\$4,203.95	
KMBS					
Modular - Library					
HP Color Laser Jet CP2025 / 21 PPM CNGS303656 / 500,000 / 09/2008 Color Network Printer	947	1,555	608	\$0.007580 \$4.61	9 years from Intro.
	17,302	20,010	2,708	\$0.08838	
				\$239.33	
AXIS					
Prep Room					
Konica Minolta BH654 / 65 PPM A5YN017003082 / 9353 9607 3,000,000 / 02/2013 Black Photocopier	506,275	747,389	241,114	\$0.003940 \$949.99	None at this time.
	0	0	0	\$0.00000	
				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
YOUNG ELEMENTARY SCHOOL						
Room 20						
HP Color Laser Jet M451dn / 21 PPM CNBH401523 / 500,000 / 02/2012 Color Network Printer	5,517	7,625	2,108	\$0.007580 \$15.98	None at this time.	
	9,068	12,118	3,050	\$0.08838		
				\$269.56		
AXIS						
Subtotals Black			513,351	\$2,032.49		
Subtotals Color			89,087	\$4,712.84		



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<i>District Wide Black Totals</i>	3,142,419	\$13,874.45
<i>District Wide Color Totals</i>	396,885	\$26,532.25

## 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 2016-17 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
3,142,419	\$0.01399	\$43,962.44

### CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,142,419	\$0.00442	\$13,889.49	\$30,072.95	\$150,364.75

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$30,072.95 x 13 years as a Client*

***=\$390,948.35 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	1,030,096	\$4,760.62	\$5,111.34	\$17,074.74	\$26,946.69
Gov John Fairfield School	418,686	\$1,865.68	\$2,077.52	\$6,940.08	\$10,883.29
Saco District Bus Garage	4,697	\$41.94	\$23.31	\$77.86	\$143.11
Saco District Office	143,390	\$731.13	\$711.50	\$2,376.81	\$3,819.44
Saco Learning Center	41,515	\$193.50	\$206.00	\$688.15	\$1,087.65
Saco Middle School	990,684	\$4,523.00	\$4,915.77	\$16,421.45	\$25,860.23
Young Elementary School	513,351	\$2,078.94	\$2,547.25	\$8,509.24	\$13,135.42
<b>Total</b>	<b>3,142,419</b>	<b>\$14,194.81</b>	<b>\$15,592.68</b>	<b>\$52,088.33</b>	<b>\$81,875.82</b>

### *SPC Equipment Bids:*

*Presently our bids are coming in between **15% to 23%** of Retail while the current Salesman's Cost is 50% of Retail. For Example: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of \$41,564 is coming in at **\$6,575....16% of Retail!** Our prices are negotiated and supported directly by the manufacturer.*

## *Projected Equipment Costs by Building - Color*

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

Building	Projected Color Volume	Service & Supply Cost
CK Burns School	87,220	\$6,301.30
Gov John Fairfield School	56,969	\$4,163.84
Saco District Bus Garage	12,409	\$946.56
Saco District Office	54,791	\$2,941.59
Saco Learning Center	2,870	\$148.26
Saco Middle School	93,539	\$7,841.51
Young Elementary School	89,087	\$4,825.88
<b><i>Total</i></b>	<b>396,885</b>	<b>\$27,168.93</b>

## *Service & Supply Usage Profile by Vendor - Black*

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	158,171	\$0.00758	\$1,198.94	\$0.00776	\$1,227.41
Axis Business Solutions	Color Laser MFP	4,709	\$0.00758	\$35.69	\$0.00776	\$36.54
Axis Business Solutions	Color Network Printer	70,200	\$0.00758	\$532.12	\$0.00776	\$544.75
Konica-Minolta Business Solutions	Black Laser MFP	68,643	\$0.00872	\$598.57	\$0.00893	\$612.98
Konica-Minolta Business Solutions	Black Photocopier	2,014,664	\$0.00394	\$7,937.78	\$0.00403	\$8,119.10
Konica-Minolta Business Solutions	Black Photocopier	215,431	\$0.00427	\$919.89	\$0.00437	\$941.43
Konica-Minolta Business Solutions	Color Laser MFP	51,403	\$0.00872	\$448.23	\$0.00893	\$459.03
Konica-Minolta Business Solutions	Color Photocopier	559,198	\$0.00394	\$2,203.24	\$0.00403	\$2,253.57
<b>Total</b>		<b>3,142,419</b>	<b>\$0.00442</b>	<b>\$13,874.45</b>	<b>\$0.00452</b>	<b>\$14,194.81</b>

## *Service & Supply Usage Profile by Vendor - Color*

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Axis Business Solutions	Color Laser MFP	6,524	\$0.08838	\$576.59	\$0.09050	\$590.42
Axis Business Solutions	Color Network Printer	111,502	\$0.08838	\$9,854.55	\$0.09050	\$10,090.93
Konica-Minolta Business Solutions	Color Laser MFP	84,554	\$0.07449	\$6,298.43	\$0.07628	\$6,449.78
Konica-Minolta Business Solutions	Color Photocopier	194,305	\$0.05045	\$9,802.69	\$0.05166	\$10,037.80
Total		396,885	\$0.06685	\$26,532.25	\$0.06846	\$27,168.93

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>74</b>
<b>Total Number of Units on Lease</b>	<b>48</b>
<b>Total Number of Units Owned</b>	<b>26</b>
<b>Lease Company</b>	<b>Norway Savings Bank</b>
<b>Lease Start Date</b>	<b>8/1/2014</b>
<b>Lease End Date</b>	<b>8/1/2019</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$52,088.33</b>
<b>Remaining Payments</b>	<b>2</b>

*\*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 BHC3350	A4Y4011001716
CK Burns School	Konica Minolta BH754	A55V017002479
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36498
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36492
CK Burns School	HP Color Laser Jet M451dn	CNBH203074
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36490
CK Burns School	Konica Minolta BHC554	A5AY011009019
CK Burns School	Konica Minolta BH654	A5YN017003083
CK Burns School	Konica Minolta BH754	A55V017002472
CK Burns School	HP Laser Jet Pro M401dne	PHGFG24831
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36502
CK Burns School	Konica Minolta BH4050	A6VF011013664
CK Burns School	Konica Minolta BHC3350	A4Y4011001431
CK Burns School	Konica Minolta BH454E	A61E011005795
Gov John Fairfield School	HP Color Laser Jet M551N	CNDCG8D1LY
Gov John Fairfield School	HP Color Laser Jet 500 M551	CNDCG8D1MS
Gov John Fairfield School	Konica Minolta BHC554	A5AY011008982
Gov John Fairfield School	HP Laser Jet Pro M401dne	PHGFD36476
Gov John Fairfield School	Konica Minolta BH654	A5YN017003026
Gov John Fairfield School	HP Color Laser Jet 500 M551	CNDCG8D1MH
Gov John Fairfield School	HP Laser Jet Pro M401dne	PHGFD36489
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	HP Laser Jet Pro M401dne	PHGFD36496
Saco Middle School	HP Color Laser Jet 500 M551	CNDCG8D1HG
Saco Middle School	HP Color Laser Jet 500 M551	CNDCG8D1MY



Building	Make/Model	Serial Number
Saco Middle School	Konica Minolta BH654	A5YN017003087
Saco Middle School	HP Laser Jet Pro M401dne	PHGFD36503
Saco Middle School	HP Color Laser Jet M451dn	CNBH203062
Saco Middle School	Konica Minolta BH654	A5YN017003085
Saco Middle School	HP Color Laser Jet M451dn	CNBH203069
Saco Middle School	Konica Minolta BH754E	A55V017002455
Saco Middle School	Konica Minolta BHC554	A5AY011009007
Saco Middle School	Konica Minolta BH754E	A55V017002486
Saco Middle School	Konica Minolta BH654	A5YN017003010
Saco Middle School	HP Color Laser Jet M451dn	CNDF361071A
Saco Middle School	HP Color Laser Jet M551N	CNDCG8D1H6
Saco Middle School	HP Color Laser Jet M551N	CNDCG8D1LS
Saco Middle School	HP Laser Jet Pro M401dne	PHGFD36494
Saco Middle School	HP Laser Jet P3015	VNBCB8L0TX
Saco Middle School	Konica Minolta BH4050	A6VF011004749
Young Elementary School	HP Color Laser Jet M451dn	CNBH401523
Young Elementary School	Konica Minolta BHC554	A5AY011008979
Young Elementary School	Konica Minolta BH654	A5YN017003082

## *Owned Equipment*

Building	Make/Model	Serial Number
CK Burns School	HP Laser Jet P2035	CNB9F20017
CK Burns School	HP Laser Jet Pro M401dne	PHGFD36501
CK Burns School	HP Laser Jet P2035	CNB9X52891
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
Gov John Fairfield School	HP Color Laser Jet 500 M551	CNDCG8D1M6
Saco District Office	HP LaserJet Pro P1606dn	VNB3D75307
Saco District Office	HP Color Laser Jet CP1518NI	JPCC97X03Q
Saco District Office	HP Laser Jet P4015N	CNDY199500
Saco District Office	HP Color Laser Jet M251nw	VNB3B36226
Saco District Office	HP LaserJet P4014	CNDX223794
Saco District Office	Konica Minolta BH501	A0R5011013747
Saco Middle School	Konica Minolta BH421	A0R6011006262
Saco Middle School	HP Laser Jet P4015N	JPDF237931
Saco Middle School	HP Laser Jet P2035	VNB3H07021
Saco Middle School	HP Laser Jet P2035	CNB9D20355
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
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: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**AGREED AND ACCEPTED BY:**  
**Client**

By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

## *StarDoc User Names*

<b>Name</b>	<b>User Name</b>
<b>Celeste Hatch</b>	chatch@sacoschools.org
<b>David Lawler</b>	dlawler@dscicorp.com
<b>Deb Jackman</b>	djackman@sacoschools.org
<b>Doris Binette</b>	dbinette@sacoschools.org
<b>Jason Didonato</b>	jdidonato@sacoschools.org
<b>Jeanne Anderson</b>	janderson@sacoschools.org
<b>Jen Normand</b>	jnormand@sacoschools.org
<b>Jen Partridge</b>	jpartridge@sacoschools.org
<b>Julie Petrin</b>	jpetrin@sacoschools.org
<b>Karla Doyon</b>	kdoyon@sacoschools.org
<b>Kris Stryker</b>	kstryker@sacoschools.org
<b>Lila Mitchell</b>	lmitchell@sacoschools.org
<b>Maureen McMullin</b>	mmcmullin@sacoschools.org
<b>Mike Garrity</b>	mgarrity@sacoschools.org
<b>Peter Harrison</b>	pharrison@sacoschools.org
<b>Terri Cameron</b>	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](mailto: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 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 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 STARDoc Software

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

#### 3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SPC's Simplified Billing Program, 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 more than \$2.3 million for all of our clients.***

***That translates into Savings of more than \$11.6 million over five years!***



## SPC Values Our Vendors

### Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: *In 2016 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 4,100 pieces of equipment;**  
**Our relationship with our vendors has never been stronger!**