Specialized Purchasing Consultants

1491 East Side River Road
Dummer, NH 03588
(800)750-1538

·SPC·

FY23 Annual Report

With FY24 Projections

Duane Ford
NHSAU 67 - Bow
32 White Rock Hill Road
Bow, NH 03304

Specialized Purchasing Consultants Inc.
Serving Maine, New Hampshire & Vermont since 1988

October 2023

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Duane Ford
NHSAU 67 - Bow
32 White Rock Hill Road
Bow, NH 03304

Dear Duane:

Specialized Purchasing Consultants is pleased to present your FY23 Annual Report. We pride ourselves in being flexible and adjusting to the competitive environment. After going through two tough years involving backorders, we now feel confident that the industry has caught up with their inventory.

While Inflation has been a worldwide problem, SPC bids have fallen to their lowest level ever! We are buying new equipment for 8 to 12% of retail! In addition, the number of participants in our bids has grown to eight different vendors representing eight different manufacturers.

Since 2020, we are averaging 75 million prints, acquiring approximately 1,200 machines annually. In addition, we have signed up 34 new clients, representing 100 million prints – more than a 50% increase. The purpose of informing you of this information is to continue to build confidence in the strength of your cooperative buying power with SPC.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, we are very proud of our team of professionals. The concept of group purchasing was relatively new in 1988, but with your trust and loyalty, we have been able to save our clients millions of dollars, increase the reliability and quality of your service and equipment, and improve the accuracy and ease of billing. We are so pleased to bring you services that give you control over equipment, usage and costs.

Alex Webster
Director of Technology & Operations

Alex manages overall operations, actively seeking new clients and improving the cooperative bid process and the buying power in New England. Alex organizes and prepares the bids, tabulates the results, and presents them to our clients. He also oversees STARDoc and FM Audit maintenance so our clients always have access to valuable information on their equipment.

Sue Penney
Administrative & Finance Manager

Sue oversees all billing, leases, and contracts. Her decades of financial expertise, attention to detail, and ability to prioritize ensure accuracy and timeliness of all finance projects.

Kelly Fortier
Finance Support

Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Office Support

As part of the Billing Team, Heidi assists with bookkeeping and billing, processing payments, updating contact information, and providing office support.

Pam Weed
Client-Vendor Relations

Pam works with clients and vendors to maintain a good working relationship. She oversees warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection, billing, and scheduling of Annual Report meetings. Pam also assists with marketing SPC services.

Robert Dutil
Information Technology

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website. He also wrote the code to create the many reports SPC generates to give you the accurate information you rely on..

Jamin Tilton
Operations Support

Jamin plays a vital role in ensuring equipment surveys, installations, and trades go smoothly. He coordinates with clients and vendors to create schedules that are beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc, FM Audit and the computers.

SPC TIMELINE

1988   Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power obtaining competitive rates on leases, equipment, and Service & Supply contracts.

1999   Improved Annual Report

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

2001   Meter Collection

- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002   Bond Counsel Review

- Added Bond Counsel Review to ensure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003   Bond Counsel Review of Contracts and Warranties

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option.
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business.

2012   STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end-of-year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

2013   STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014   STARDoc - Monthly Audits

- Users can see a monthly snapshot of current usage and estimated projections

2015   STARDoc - Mapping Options and Asset Management

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

SPC TIMELINE (Continued)

2018 STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

2021 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

2022 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year.

2023 STARDoc Facelift and new Ratio Category

- STARDoc Program now online/live as of July 1 with Client Audits for November 1
- High, Middle & Elementary School: Student Ratio for Black & Color Prints

2024 SPC Roadmap

- High, Middle & Elementary School: Student Ratio for Copiers & MFP-Printers

EQUIPMENT HEALTH STATUS

Total Number of Machines	94

Total Black Photocopiers	8
Total Color Photocopiers	7
Total Black Network Printers	61
Total Color Network Printers	19
Total Removed From Service	1

# of Units Not in Use for FY23	4
# of Units OFF Warranty**	0
# of Units Approaching End of Warranty	7
# of Units Overused	0
# of Units Underused	0

Contract Commencement Date	08/02/2020
Contract and Warranty Expiration Date	06/30/2026
# of Annual Payments Remaining on Lease	2
PaperCut Installed	No
A-4 (includes printers & mfps) Devices Contract Signed	Yes

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

Dear Duane,

At our meeting, we will discuss three powerful tools, which include:
- Annual Report
- Last year's service history, and
- Our new 2023 updated STARDoc Management Tool.

Based on 87,539 students across the tri-state region that SPC manages
- Black averages 1,854 per student - up 4% from last year
- Color averages 281 per student - up 16% from last year

Based on 1662 students, your district averages are
- Black 1,447 per student - an increase of 23% compared with the previous year.
- Color 79 per student - an increase of 16% compared with the previous year.

We can discuss this and any other concerns at our meeting.

Sincerely,

Skip Tilton

NHSAU 67 – Bow
Duane Ford
32 White Rock Hill Road, Bow NH, 03304
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 4,271,111

Present vs. Proposed Recommendations as of 8/2/2020

PRESENT SITUATION	PROPOSED SITUATION
1) Guarantees on Photocopiers: **1 Year**	1) Guarantees for both New, Recons & Used Machines: **Five + Years**
2) Annual Price Ceilings Left: **1 Years**	2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
3) Console Copiers with 3 million plus: 8	3) Console Copiers with 3 Million plus: **16**
4) Units to be Traded: 115	4) Replaced: **91 New**
5) Photocopiers: 15	5) Photocopiers: **16 with Secure Print/Confidential Mailbox**
6) Color Photocopiers: 6	6) Color Photocopiers: **7**
7) MFPs: 15 (7 color devices)	7) MFPs: **4 with 2 Color**
8) Printers: 86 (17 Color Printers)	8) Printers: **71 with 17 Color**
9) Duplexers: 78	9) Duplexers: **91**
10) Finishers: 14	10) Finishers: **16**
Total number of Units: 116	Total number of Units: **91 (Closing out 25 to right size equipment)**

Overall Description of Equipment Fleet:
Presently, you have five different manufacturers & twenty-four different models of copiers and printers. The **new arrangement** will shift to one manufacturer with one vendor servicing everything. This will greatly reduce cost and improve reliability.

Print Management: STARDoc for all devices. Additionally, 16 OCR Modules will be purchased to allow scanning of documents that are searchable. SPC will assist in implementing Papercut Mobility Print as well.

Capital:
Presently, you have **one** municipal lease that will be paid off on August 2nd, 2020. With the new arrangement, you will again have **one** municipal master lease at 3.34**%** interest**.** Your first of five annual lease payments will be due on August 1st, 2021.

Board Approval Date: May 7th, 2020

Service & Supplies:
Considering all of your consumable cost centers including service you are averaging **$0.004573 for black and $0.069172 for Color**. The new contract will come in at a CPC of **$0.003512 for Black and $0.05069 for Color.**

Vendor Packages:
SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

	Cost Center	Present	KMBS FY21	KMBS FY22
1.	**Service & Supplies Color Photo only:**	**$12,631.14**	**$9,256.18**	**$9,256.18**
2.	**Service & Supplies Black Photo only:**	**$18,700.00**	**$14,359.40**	**$14,359.40**
3.	**Annual Muni Lease:**	**$42,411.39**	**$42,411.39**	**$47,439.32**
4.	**Forced Upgrades (#43 Owned Printers):**	**$5,550.00**	**$00.00**	**$00.00**
	Totals:	**$79,292.53**	**$66,026.97**	**$71,054.90**

* Note that with the last upgrade only **64 New units** were purchased, while **91** New units are part of the lease.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021.** A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are included in these prices.

AGING EQUIPMENT SUMMARY

The following equipment is seven or more years from the date the model was first offered for sale by the manufacturer. This is a major factor due to availability of parts, cost of operation, and warranties expiring at 10 years from the Date of Introduction. Usage, age, and service history should be considered to see if they are due for replacement soon.

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Bow Elementary School	Custodian Room 126	Konica Minolta BH808	A8KN012000114	KMBS	06/01/2016
Bow Elementary School	Main Office	Konica Minolta BH808	A8KN012000030	KMBS	06/01/2016
Bow High School	Faculty Lounge	Konica Minolta BH958	A796012000144	KMBS	06/01/2016
Bow High School	Faculty Room 2	Konica Minolta BH958	A796012000095	KMBS	06/01/2016
Bow Memorial School	Copy Room	Konica Minolta BH808	A8KN012000352	KMBS	06/01/2016
Bow Memorial School	Copy Room Left	Konica Minolta BH808	A8KN012000053	KMBS	06/01/2016
Bow Memorial School	Room 45 Copier	Konica Minolta BH808	A8KN012000148	KMBS	06/01/2016

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
CANON TM-200	BAKG04763	10.40.0.66	2023-10-15 04:08:49
HP PageWide Pro 577 MFP	CN822HY070	10.10.10.222	2023-10-18 04:08:45

With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average as much as 25 cents per print, while our bids are coming in at less than 5 cents per print.

In addition, not including the usage on these machines can throw off your usage ratios shown on the next few pages, which can also affect your future budget planning.

ANNUAL BLACK VOLUME BY LOCATION
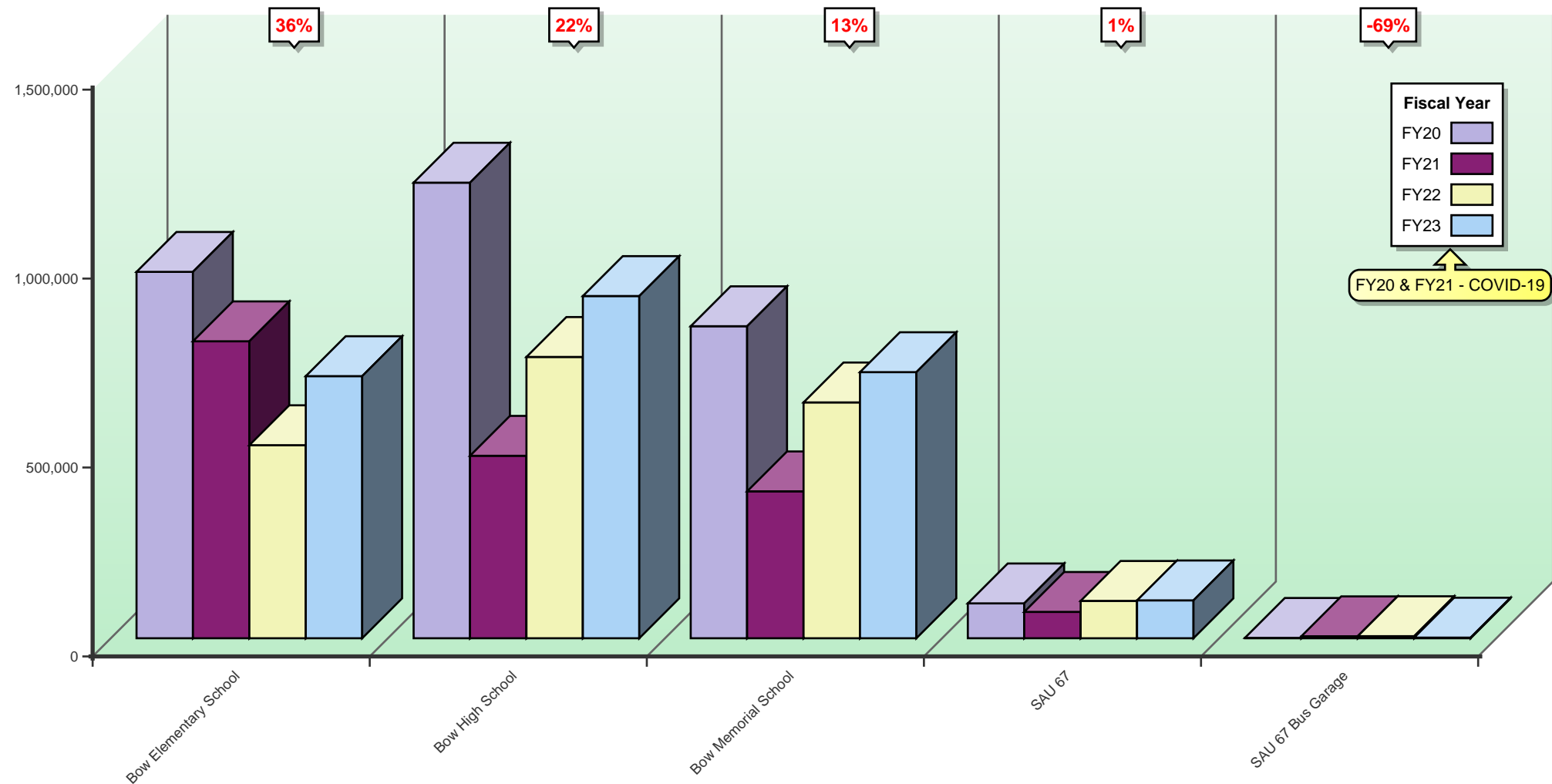
ANNUAL BLACK VOLUME OVERALL

% amount equals the overall increase or decrease between Previous Year & Current Year
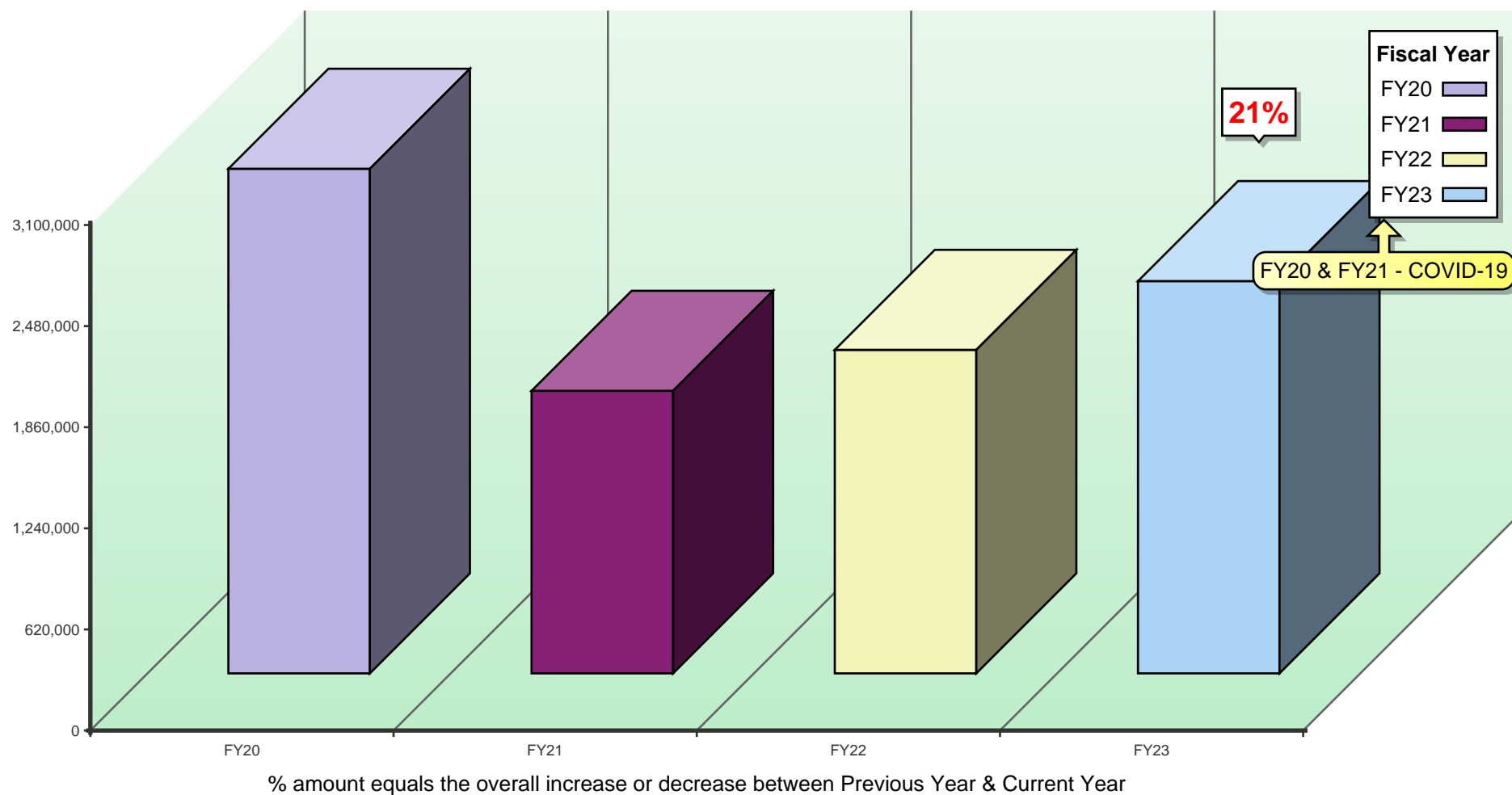
AVERAGE STUDENT-TO-COPY USAGE - BLACK

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

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Bow Elementary School	532	693,719	$20,930.68	1,304	$39.34
Bow High School	604	905,685	$27,253.54	1,499	$45.12
Bow Memorial School	526	704,271	$21,155.88	1,339	$40.22
SAU 67	0	100,225	$3,055.86	0	$0.00
SAU 67 Bus Garage	0	1,708	$56.20	0	$0.00
Totals	**1,662**	**2,405,608**	**$72,452.17**	**1,447**	**$43.59**

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

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

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.

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	87,539	162,267,704	$4,226,214.37	1,854	$48.28

*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.
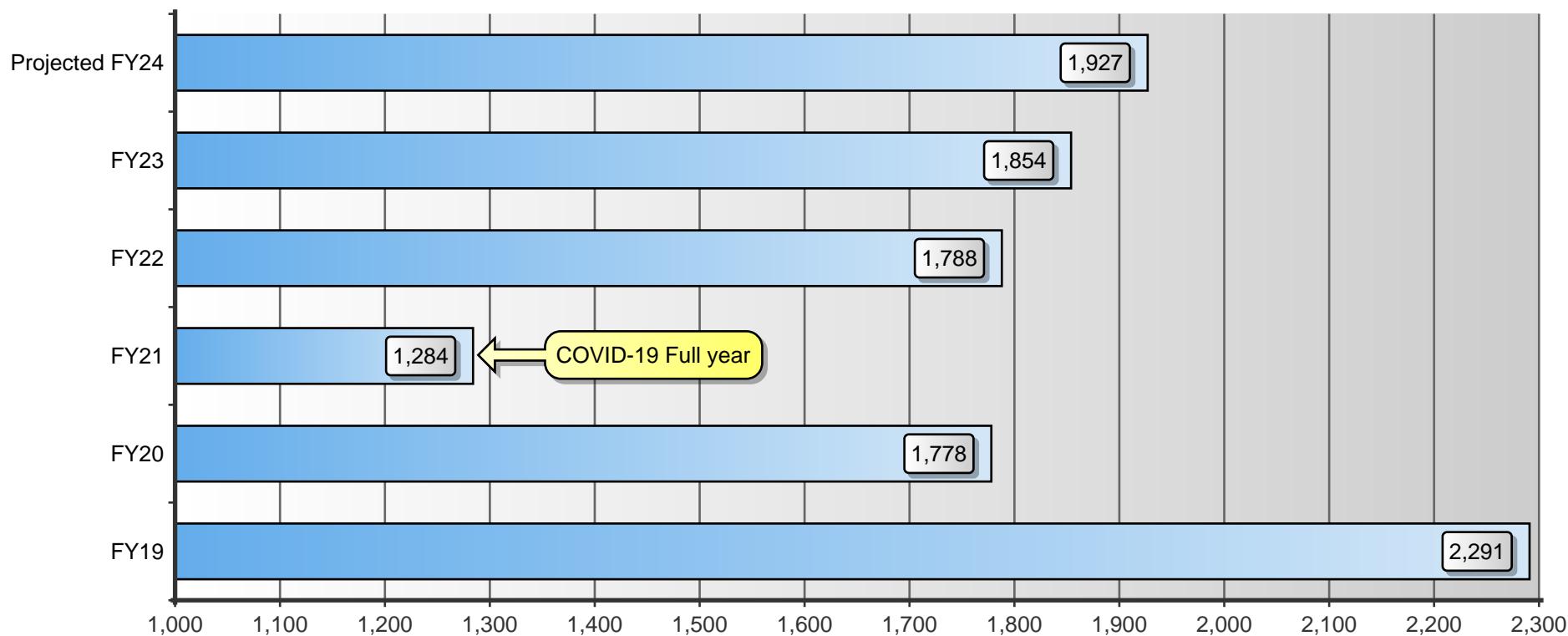
ANNUAL COLOR VOLUME BY LOCATION
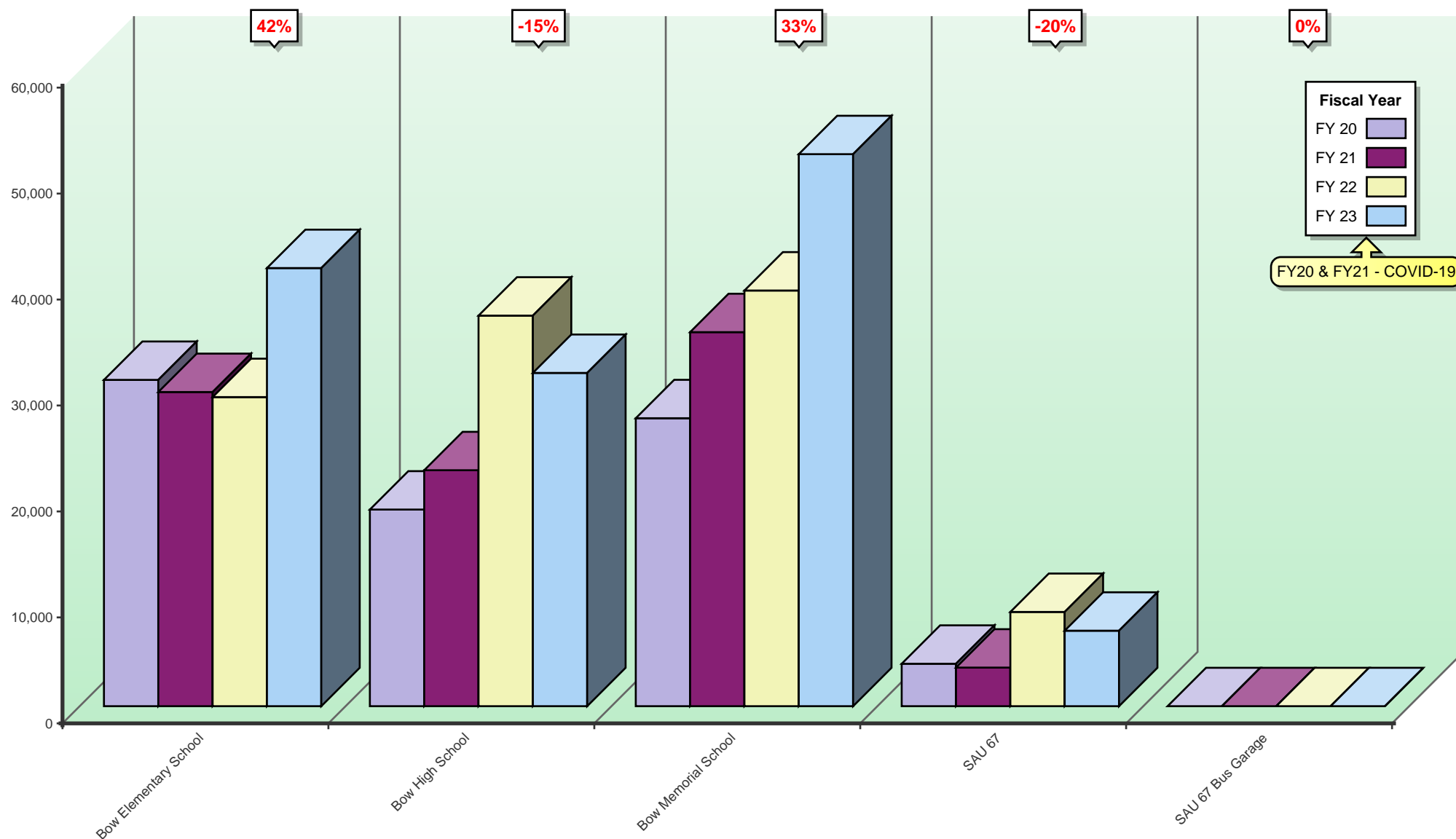
ANNUAL COLOR VOLUME OVERALL

% amount equals the overall increase or decrease between Previous Year & Current Year
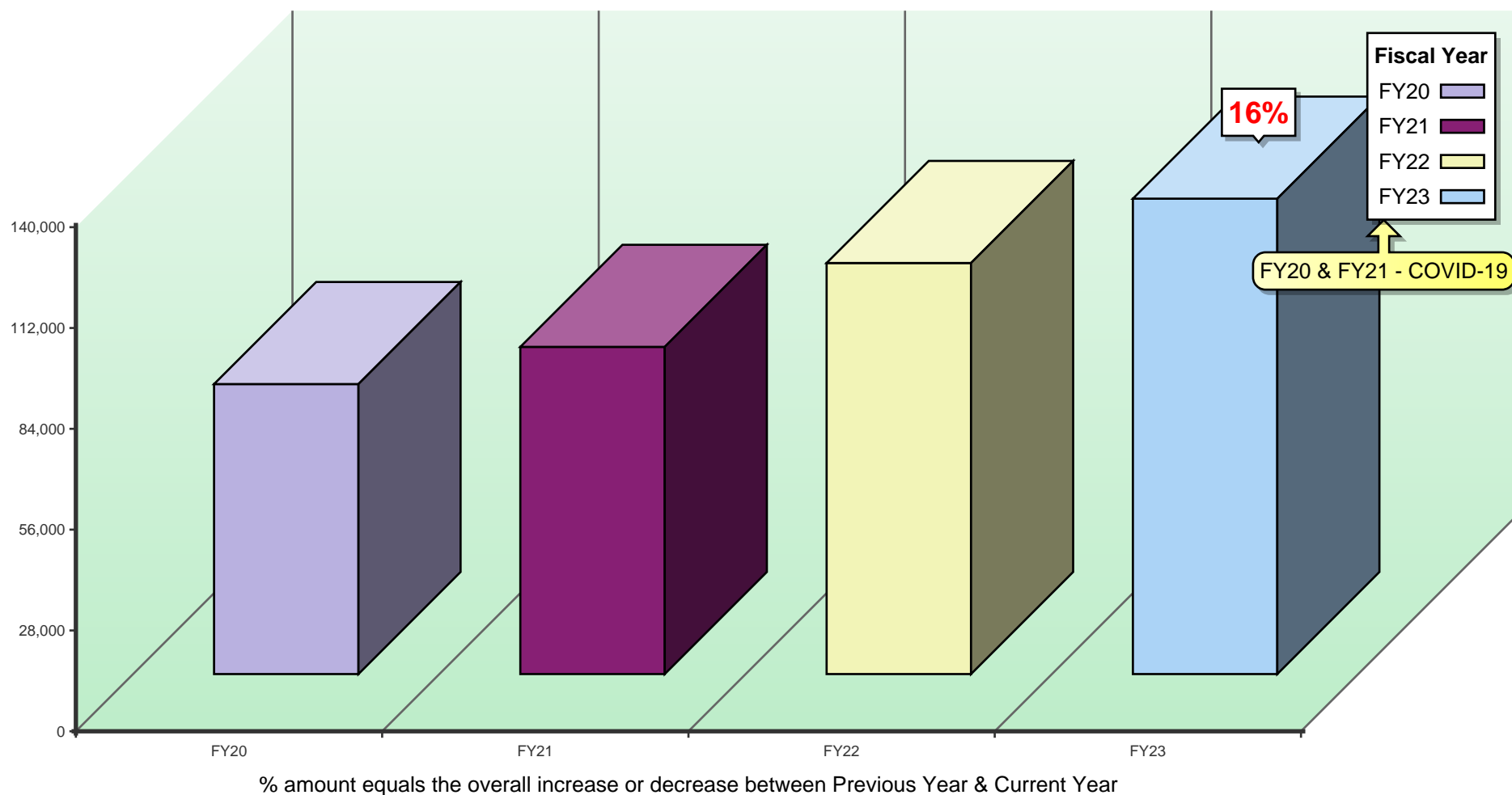
AVERAGE STUDENT-TO-COPY USAGE - COLOR

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

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Bow Elementary School	532	41,350	$2,450.80	78	$4.61
Bow High School	604	31,454	$1,757.18	52	$2.91
Bow Memorial School	526	52,098	$2,994.36	99	$5.69
SAU 67	0	7,126	$413.60	0	$0.00
SAU 67 Bus Garage	0	0	$0.00	0	$0.00
Totals	**1,662**	**132,028**	**$7,615.93**	**79**	**$4.58**

Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

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.

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	87,539	24,569,703	$1,008,305.25	281	$11.52

*Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.
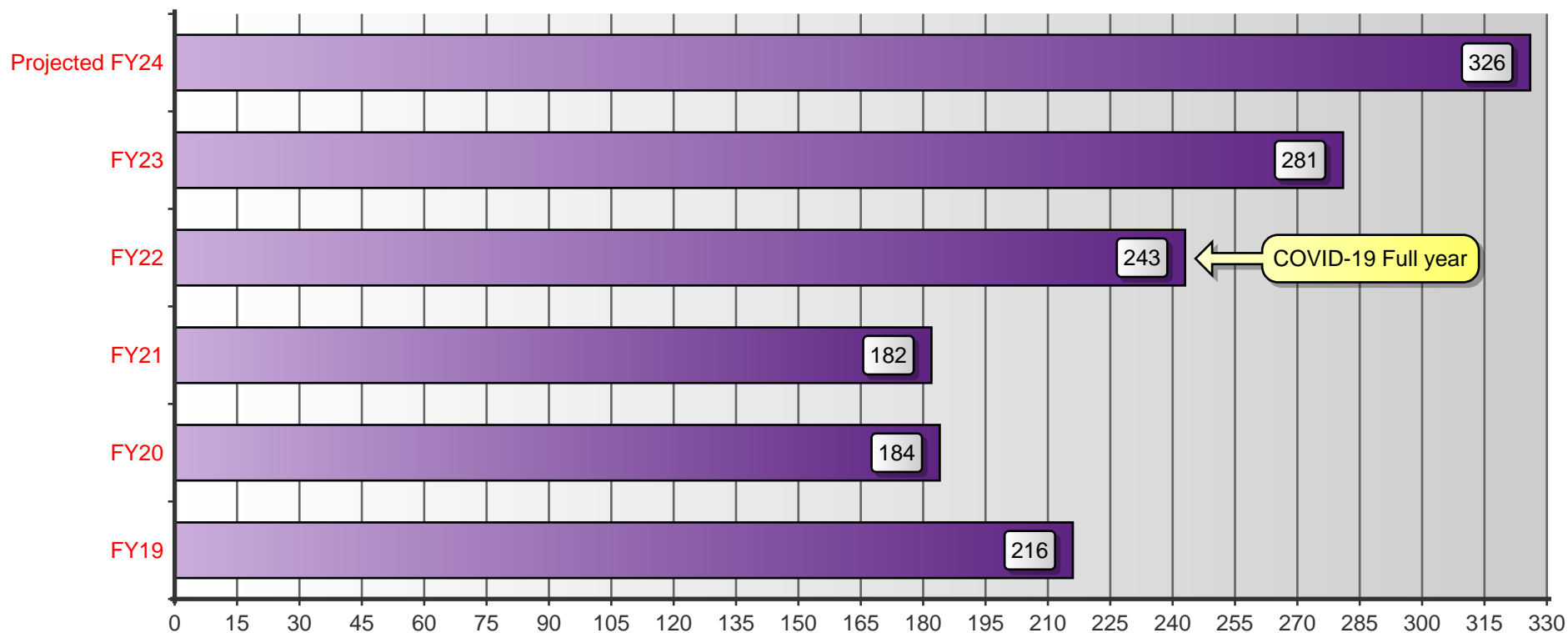
AVERAGE VOLUME TO STUDENT RATIO BY STUDENT TYPE

86,702 Elementary/Middle/High School Students

NOTE: Excludes Tech Centers, Adult Ed, Alt Ed

	Black Vol All Schools	Black Vol SAU 67	Color Vol All Schools	Color Vol SAU 67
Elementary (PK-5) - 41,038 students	1,753	1,302	317	78
Middle (6-8) - 19,735 students	1,805	1,339	223	99
High (9-12) - 25,929 Students	1,753	1,502	180	52
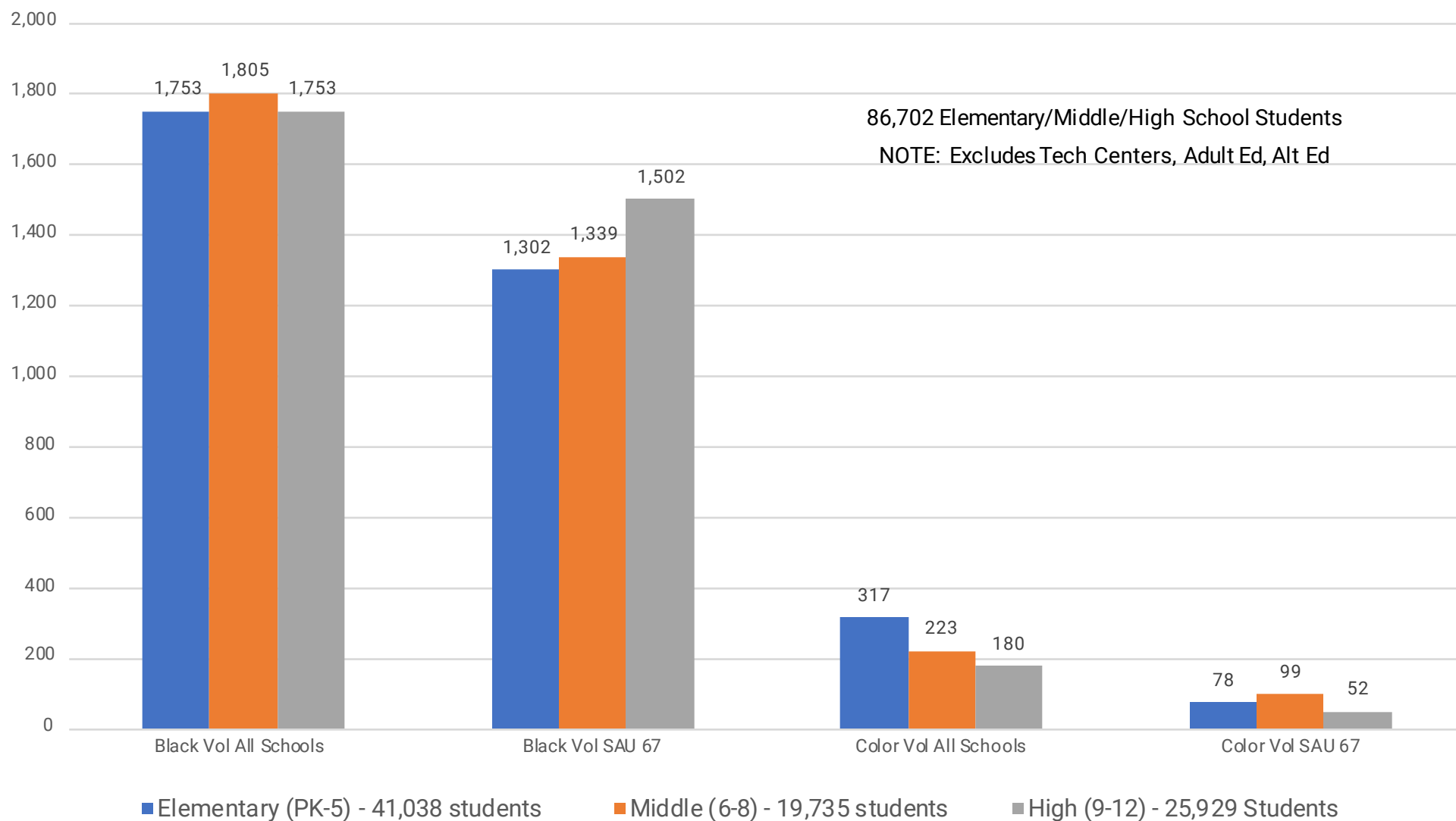
EQUIPMENT USAGE & RECOMMENDATIONS

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 08/02/2020

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Bow Elementary School					
Custodian Room 126					
Konica Minolta BH808 / 80 PPM	316,487	544,204	227,717	$0.00344	7 years from Intro.
A8KN012000114 / 9514 2150				$783.35	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black MFP A-3 11x17 / KMBS				$0.00	
Food Service Room 117					
Konica Minolta BH3602P / 35 PPM	3,560	4,518	958	$0.00660	None at this time.
AAFK011001758 / 9514 2318				$6.32	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Guidance Office					
Konica Minolta BH3602P / 35 PPM	8,043	13,853	5,810	$0.00660	None at this time.
AAFK011001769 / 9514 2309				$38.35	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Librarian					
Konica Minolta BH3602P / 35 PPM	5,607	7,513	1,906	$0.00660	None at this time.
AAFK011001765 / 9514 2310				$12.58	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Library					
Konica Minolta BHC550i / 55 PPM	160,122	185,572	25,450	$0.00344	None at this time.
AA7P011000659 / 9514 2092				$87.55	
3,000,000 / 02/2020	11,171	12,935	1,764	$0.05381	
Color MFP A-3 11x17 / KMBS				$94.92	
Main Office					
Konica Minolta BHC550i / 55 PPM	70,413	96,637	26,224	$0.00344	None at this time.
AA7P011000797 / 9514 2161				$90.21	
3,000,000 / 02/2020	30,365	50,566	20,201	$0.05381	
Color MFP A-3 11x17 / KMBS				$1,087.02	
Main Office					
Konica Minolta BH808 / 80 PPM	546,116	844,671	298,555	$0.00344	7 years from Intro.
A8KN012000030 / 9514 2143				$1,027.03	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black MFP A-3 11x17 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 108					
Konica Minolta BH3602P / 35 PPM	3,090	4,011	921	$0.00660	None at this time.
AAFK011001767 / 9514 2316				$6.08	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 115					
Konica Minolta BH3602P / 35 PPM	12,545	22,822	10,277	$0.00660	None at this time.
AAFK011001752 / 9514 2307				$67.83	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 122					
Konica Minolta BH3602P / 35 PPM	13,420	19,493	6,073	$0.00660	None at this time.
AAFK011001762 / 9514 2319				$40.08	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 124					
Konica Minolta BH3602P / 35 PPM	14,856	25,535	10,679	$0.00660	None at this time.
AAFK011001773 / 9514 2317				$70.48	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 125					
Konica Minolta BH4000i / 42 PPM	3,006	3,006	0	$0.00660	**Not in use for FY22.**
ACET011000630 / 9514 2306				$0.00	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 135					
Konica Minolta BH4000i / 42 PPM	11,248	20,605	9,357	$0.00660	None at this time.
ACET011000628 / 9514 2305				$61.76	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 140					
Konica Minolta BHC3300i / 35 PPM	10,801	17,112	6,311	$0.00660	None at this time.
AAJT011001306 / 9514 2158				$41.65	
750,000 / 04/2019	7,019	13,454	6,435	$0.06060	
Color Printer A-4 / KMBS				$389.96	
Room 201					
Konica Minolta BH4000i / 42 PPM	3,762	8,178	4,416	$0.00660	None at this time.
ACET011000633 / 9514 2304				$29.15	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 203					
Konica Minolta BH3602P / 35 PPM	13,637	17,754	4,117	$0.00660	None at this time.
AAFK011001770 / 9514 2313				$27.17	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 205					
Konica Minolta BH4000i / 42 PPM	20,081	28,166	8,085	$0.00660	None at this time.
ACET011000631 / 9514 2303				$53.36	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 213 Special Ed					
Konica Minolta BH4000i / 42 PPM	16,917	29,669	12,752	$0.00660	None at this time.
ACET011000408 / 9514 2315				$84.16	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 214					
Konica Minolta BH3602P / 35 PPM	13,241	20,624	7,383	$0.00660	None at this time.
AAFK011001784 / 9514 2311				$48.73	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 216					
Konica Minolta BH3602P / 35 PPM	16,641	28,670	12,029	$0.00660	None at this time.
AAFK011001768 / 9514 2314				$79.39	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 218C					
Konica Minolta BHC3300i / 35 PPM	4,438	6,374	1,936	$0.00660	None at this time.
AAJT011001775 / 9514 2159				$12.78	
750,000 / 04/2019	1,050	1,452	402	$0.06060	
Color Printer A-4 / KMBS				$24.36	
Room 219					
Konica Minolta BH3602P / 35 PPM	10,122	13,458	3,336	$0.00660	None at this time.
AAFK011001759 / 9514 2312				$22.02	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 221					
Konica Minolta BH3602P / 35 PPM	12,090	14,793	2,703	$0.00660	None at this time.
AAFK011001783 / 9514 2308				$17.84	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Work Room Color					
Konica Minolta BHC3300i / 35 PPM	6,605	13,329	6,724	$0.00660	None at this time.
AAJT011000577 / 9514 2149				$44.38	
750,000 / 04/2019	9,218	21,766	12,548	$0.06060	
Color Printer A-4 / KMBS				$760.41	

	Subtotal Black	693,719	$2,752.24	
	Subtotal Color	41,350	$2,356.67	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Bow High School					
Administration					
Konica Minolta BHC550i / 55 PPM	58,196	99,411	41,215	$0.00344	None at this time.
AA7P011000642 / 9514 2163				$141.78	
3,000,000 / 02/2020	13,505	22,511	9,006	$0.05381	
Color MFP A-3 11x17/KMBS				$484.61	
Art Room					
Konica Minolta BHC3300i / 35 PPM	3,667	5,349	1,682	$0.00660	None at this time.
AAJT011001394 / 9514 2168				$11.10	
750,000 / 04/2019	4,224	7,055	2,831	$0.06060	
Color Printer A-4 / KMBS				$171.56	
Athletic Director					
Konica Minolta BH3602P / 35 PPM	3,447	4,942	1,495	$0.00660	None at this time.
AAFK011001616 / 9499 5666				$9.87	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Band Office					
Konica Minolta BH3602P / 35 PPM	1,926	3,273	1,347	$0.00660	None at this time.
AAFK011001619 / 9490 8640				$8.89	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Faculty Lounge					
Konica Minolta BH958 / 95 PPM	332,650	653,571	320,921	$0.00344	7 years from Intro.
A796012000144 / 9514 2152				$1,103.97	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black MFP A-3 11x17 / KMBS				$0.00	
Faculty Room 2					
Konica Minolta BH958 / 95 PPM	276,557	520,861	244,304	$0.00344	7 years from Intro.
A796012000095 / 9514 2153				$840.41	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black MFP A-3 11x17 / KMBS				$0.00	
Faculty Work Room					
Konica Minolta BHC3300i / 35 PPM	1,754	2,553	799	$0.00660	None at this time.
AAJT011000559 / 9514 2171				$5.27	
750,000 / 04/2019	157	204	47	$0.06060	
Color Printer A-4 / KMBS				$2.85	
Guidance Office					
Konica Minolta BH558 / 55 PPM	80,899	125,947	45,048	$0.00344	None at this time.
AA6T011011345 / 9514 2106				$154.97	
3,000,000 / 02/2017	0	0	0	$0.00000	
Black MFP A-3 11x17 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
IT Hot Swap					
Konica Minolta BH3602P / 35 PPM	2,394	2,394	0	$0.00660	**Not in use for FY22.**
AAFK011001620 / 9490 8760				$0.00	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
IT Hot Swap - Moved to Dunbarton					
Konica Minolta BH3602P / 35 PPM	1,048	1,048	0	$0.00660	**Traded.**
AAFK011001518a / 9499 5648				$0.00	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
IT Pod					
Konica Minolta BH3602P / 35 PPM	668	891	223	$0.00660	None at this time.
AAFK011001584 / 9490 8739				$1.47	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
IT Spare					
Konica Minolta BH3602P / 35 PPM	5	99	94	$0.00660	None at this time.
AAFK011001764 / 9490 8738				$0.62	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library					
Konica Minolta BH558 / 55 PPM	190,250	288,512	98,262	$0.00344	None at this time.
AA6T011011174 / 9514 2147				$338.02	
3,000,000 / 02/2017	0	0	0	$0.00000	
Black MFP A-3 11x17 / KMBS				$0.00	
Library Desk					
Konica Minolta BHC3300i / 35 PPM	754	1,636	882	$0.00660	None at this time.
AAJT011001708 / 9514 2148				$5.82	
750,000 / 04/2019	4,513	6,982	2,469	$0.06060	
Color Printer A-4 / KMBS				$149.62	
Lunch Room Office					
Konica Minolta BH4422 / 42 PPM	6,822	10,431	3,609	$0.00660	None at this time.
AAFM011001797 / 9490 8742				$23.82	
1,000,000 / 08/2018	0	0	0	$0.00000	
Black Laser MFP A-4 8.5x14 / KMBS				$0.00	
M. Fisk					
Konica Minolta BH3602P / 35 PPM	3,304	4,572	1,268	$0.00660	None at this time.
AAFK011001511 / 9499 5649				$8.37	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH4000i / 42 PPM	16,572	26,263	9,691	$0.00660	None at this time.
ACET011000412 / 9490 8639				$63.96	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Nurse					
Konica Minolta BH3602P / 35 PPM	7,305	15,874	8,569	$0.00660	None at this time.
AAFK011001611 / 9499 5653				$56.56	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Principal's Office					
Konica Minolta BH3602P / 35 PPM	796	3,388	2,592	$0.00660	None at this time.
AAFK011001774 / 9490 8641				$17.11	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 106					
Konica Minolta BH3602P / 35 PPM	14,606	20,788	6,182	$0.00660	None at this time.
AAFK011001525 / 9499 5655				$40.80	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 1200 Computer Programming					
Konica Minolta BH4000i / 42 PPM	3,560	7,962	4,402	$0.00660	None at this time.
ACET011000414 / 9499 5663				$29.05	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 1204 SPED					
Konica Minolta BHC3350i / 35 PPM	34,198	45,792	11,594	$0.00431	None at this time.
A93E011006136 / 9499 5665				$49.97	
750,000 / 04/2019	12,014	16,562	4,548	$0.04713	
Color Laser MFP A-4 8.5x14 / KMBS				$214.35	
Room 1209 K Lab					
Konica Minolta BH3602P / 35 PPM	11,877	12,928	1,051	$0.00660	None at this time.
AAFK011001622 / 9499 5664				$6.94	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 123 Maintenance					
Konica Minolta BH4422 / 42 PPM	4,639	6,432	1,793	$0.00660	None at this time.
AAFM011001796 / 9499 5654				$11.83	
1,000,000 / 08/2018	0	0	0	$0.00000	
Black Laser MFP A-4 8.5x14 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 1305					
Konica Minolta BH3602P / 35 PPM	1,283	2,500	1,217	$0.00660	None at this time.
AAFK011001614 / 9499 5661				$8.03	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 1305 Color					
Konica Minolta BHC3350i / 35 PPM	9,321	10,892	1,571	$0.00431	None at this time.
A93E011005951 / 9514 2114				$6.77	
750,000 / 04/2019	5,158	6,480	1,322	$0.04713	
Color Laser MFP A-4 8.5x14 / KMBS				$62.31	
Room 1311					
Konica Minolta BH3602P / 35 PPM	7,885	17,823	9,938	$0.00660	None at this time.
AAFK011001610 / 9499 5656				$65.59	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 2108 Faculty					
Konica Minolta BH4000i / 42 PPM	18,524	30,250	11,726	$0.00660	None at this time.
ACET011000404 / 9490 8736				$77.39	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 2110 Faculty					
Konica Minolta BH4000i / 42 PPM	46,785	72,790	26,005	$0.00660	None at this time.
ACET011000410 / 9499 8737				$171.63	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 2201 Physics					
Konica Minolta BH3602P / 35 PPM	11,478	15,529	4,051	$0.00660	None at this time.
AAFK011001612 / 9499 5650				$26.74	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 2206					
Konica Minolta BH4000i / 42 PPM	20,732	38,696	17,964	$0.00660	None at this time.
ACET011000403 / 9499 5662				$118.56	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 2306					
Konica Minolta BH4000i / 42 PPM	8,153	13,919	5,766	$0.00660	None at this time.
ACET011000409 / 9499 5658				$38.06	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 2313					
Konica Minolta BH3602P / 35 PPM	2,961	3,738	777	$0.00660	None at this time.
AAFK011001618 / 9499 5660				$5.13	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
School Psychologist - K Murphy					
Konica Minolta BH3602P / 35 PPM	2,788	4,065	1,277	$0.00660	None at this time.
AAFK011001606 / 9499 5659				$8.43	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Speech Room 1306					
Konica Minolta BH3602P / 35 PPM	2,667	3,696	1,029	$0.00660	None at this time.
AAFK011001790 / 9499 5657				$6.79	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
STORAGE					
Konica Minolta BH3602P / 35 PPM	0	0	0	$0.00660	**Not in use for FY22.**
AAFK011001617 / 9497 1982				$0.00	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Tech Ed Copier					
Konica Minolta BHC300i / 30 PPM	34,011	51,352	17,341	$0.00344	None at this time.
AA2K011009543 / 9514 2194				$59.65	
750,000 / 06/2019	19,561	30,792	11,231	$0.05381	
Color MFP A-3 11x17 / KMBS				$604.34	

	Subtotal Black	905,685	$3,523.37
	Subtotal Color	31,454	$1,689.63

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Bow Memorial School					
Arndt Room 9					
Konica Minolta BHC3300i / 35 PPM	10,744	16,360	5,616	$0.00660	None at this time.
AAJT011001806 / 9514 2166				$37.07	
750,000 / 04/2019	2,940	3,862	922	$0.06060	
Color Printer A-4/KMBS				$55.87	
BMS Spare					
Konica Minolta BHC3300i / 35 PPM	0	0	0	$0.00660	**Not in use for FY22.**
AAJT011001444 / 9514 2178				$0.00	
750,000 / 04/2019	0	0	0	$0.06060	
Color Printer A-4 / KMBS				$0.00	
C Lab					
Konica Minolta BHC3300i / 35 PPM	4,120	5,812	1,692	$0.00660	None at this time.
AAJT011001603 / 9514 2167				$11.17	
750,000 / 04/2019	3,520	4,608	1,088	$0.06060	
Color Printer A-4 / KMBS				$65.93	
Copy Room					
Konica Minolta BH808 / 80 PPM	179,607	311,465	131,858	$0.00344	7 years from Intro.
A8KN012000352 / 9514 2146				$453.59	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black MFP A-3 11x17 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Copy Room Left					
Konica Minolta BH808 / 80 PPM	196,682	322,523	125,841	$0.00344	7 years from Intro.
A8KN012000053 / 9514 2144				$432.89	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black MFP A-3 11x17 / KMBS				$0.00	
Kitchen					
Konica Minolta BH3602P / 35 PPM	3,798	6,016	2,218	$0.00660	None at this time.
AAFK011001801 / 9499 5667				$14.64	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
L Worth					
Konica Minolta BH3602P / 35 PPM	3,343	14,915	11,572	$0.00660	None at this time.
AAFK011001623 / 9490 8645				$76.38	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Library					
Konica Minolta BHC550i / 55 PPM	159,528	263,350	103,822	$0.00344	None at this time.
AA7P011000450 / 9514 2090				$357.15	
3,000,000 / 02/2020	22,911	45,453	22,542	$0.05381	
Color MFP A-3 11x17 / KMBS				$1,212.99	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH4000i / 42 PPM	16,794	25,706	8,912	$0.00660	None at this time.
ACET011000635 / 9490 8637				$58.82	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Nurse					
Konica Minolta BH3602P / 35 PPM	5,603	7,240	1,637	$0.00660	None at this time.
AAFK011001634 / 9490 8638				$10.80	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
PAWS Room 66					
Konica Minolta BHC3300i / 35 PPM	14,444	19,022	4,578	$0.00660	None at this time.
AAJT011001494 / 9514 2174				$30.21	
750,000 / 04/2019	11,039	13,692	2,653	$0.06060	
Color Printer A-4 / KMBS				$160.77	
Room 1 Main Office					
Konica Minolta BHC550i / 55 PPM	198,927	388,684	189,757	$0.00344	None at this time.
AA7P011000132 / 9514 2126				$652.76	
3,000,000 / 02/2020	22,266	40,639	18,373	$0.05381	
Color MFP A-3 11x17 / KMBS				$988.65	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 21					
Konica Minolta BH3602P / 35 PPM	17,354	24,599	7,245	$0.00660	None at this time.
AAFK011001608 / 9490 8740				$47.82	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 38					
Konica Minolta BH3602P / 35 PPM	8,947	12,770	3,823	$0.00660	None at this time.
AAFK011001755 / 9499 5668				$25.23	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 40					
Konica Minolta BHC3300i / 35 PPM	2,359	3,375	1,016	$0.00660	None at this time.
AAJT011001703 / 9514 2173				$6.71	
750,000 / 04/2019	1,291	2,319	1,028	$0.06060	
Color Printer A-4 / KMBS				$62.30	
Room 45 Copier					
Konica Minolta BH808 / 80 PPM	113,193	177,057	63,864	$0.00344	7 years from Intro.
A8KN012000148 / 9514 2145				$219.69	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black MFP A-3 11x17 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 47 Color					
Konica Minolta BHC3300i / 35 PPM	4,542	6,981	2,439	$0.00660	None at this time.
AAJT011001772 / 9514 2172				$16.10	
750,000 / 04/2019	1,909	2,707	798	$0.06060	
Color Printer A-4 / KMBS				$48.36	
Room 49 Guidence					
Konica Minolta BH3602P / 35 PPM	8,178	11,447	3,269	$0.00660	None at this time.
AAFK011001787 / 9499 5670				$21.58	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 51					
Konica Minolta BH3602P / 35 PPM	4,821	6,321	1,500	$0.00660	None at this time.
AAFK011001766 / 9499 5669				$9.90	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 6					
Konica Minolta BH3602P / 35 PPM	9,038	10,654	1,616	$0.00660	None at this time.
AAFK011001800 / 9490 8644				$10.67	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 61 A					
Konica Minolta BHC3300i / 35 PPM	719	1,492	773	$0.00660	None at this time.
AAJT011001638 / 9514 2176				$5.10	
750,000 / 04/2019	999	1,077	78	$0.06060	
Color Printer A-4 / KMBS				$4.73	
Room 62					
Konica Minolta BH4000i / 42 PPM	11,459	15,571	4,112	$0.00660	None at this time.
ACET011000637 / 9490 8646				$27.14	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 63					
Konica Minolta BH4000i / 42 PPM	11,444	19,038	7,594	$0.00660	None at this time.
ACET011000632 / 9490 8636				$50.12	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 64					
Konica Minolta BHC3300i / 35 PPM	12,082	22,386	10,304	$0.00660	None at this time.
AAJT011001666 / 9514 2165				$68.01	
750,000 / 04/2019	2,954	4,240	1,286	$0.06060	
Color Printer A-4 / KMBS				$77.93	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 71					
Konica Minolta BH3602P / 35 PPM	7,307	14,104	6,797	$0.00660	None at this time.
AAFK011001523 / 9490 8741				$44.86	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Room 79					
Konica Minolta BHC3300i / 35 PPM	1,318	2,532	1,214	$0.00660	None at this time.
AAJT011001400 / 9514 2175				$8.01	
750,000 / 04/2019	1,475	1,999	524	$0.06060	
Color Printer A-4 / KMBS				$31.75	
Special Education					
Konica Minolta BH4000i / 42 PPM	4,874	4,897	23	$0.00660	None at this time.
ACET011000634 / 9490 8647				$0.15	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Tech Ed					
Konica Minolta BHC3300i / 35 PPM	1,745	2,924	1,179	$0.00660	None at this time.
AAJT011001757 / 9514 2157				$7.78	
750,000 / 04/2019	3,228	6,034	2,806	$0.06060	
Color Printer A-4 / KMBS				$170.04	

Subtotal Black	704,271	$2,704.34		
Subtotal Color	52,098	$2,879.33		

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 67					
A. Lozeau					
Konica Minolta BH3602P / 35 PPM	7,146	10,640	3,494	$0.00660	None at this time.
AAFK011013411 / 9490 8759				$23.06	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4/KMBS				$0.00	
Copy Room					
Konica Minolta BHC550i / 55 PPM	130,472	204,243	73,771	$0.00344	None at this time.
AA7P011000810 / 9514 2160				$253.77	
3,000,000 / 02/2020	10,548	15,574	5,026	$0.05381	
Color MFP A-3 11x17 / KMBS				$270.45	
Duane's Office					
Konica Minolta BH3602P / 35 PPM	6,813	10,227	3,414	$0.00660	None at this time.
AAFK011001519 / 9514 2202				$22.53	
500,000 / 08/2018	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	
Rose (off site)					
Konica Minolta BHC3300i / 35 PPM	20,053	38,064	18,011	$0.00660	None at this time.
AAJT011001808 / 9514 2156				$118.87	
750,000 / 04/2019	1,990	4,090	2,100	$0.06060	
Color Printer A-4 / KMBS				$127.26	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rosemarie's Office					
Konica Minolta BH5000i / 52 PPM	7,114	8,649	1,535	$0.00660	None at this time.
ACF1011000050 / 9514 2200				$10.13	
1,000,000 / 10/2019	0	0	0	$0.00000	
Black Printer A-4 / KMBS				$0.00	

	Subtotal Black	**100,225**	**$428.37**
	Subtotal Color	**7,126**	**$397.71**

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 67 Bus Garage					
Transportation Office					
Konica Minolta BH4422 / 42 PPM	10,714	12,422	1,708	$0.00660	None at this time.
AAFM011001751 / 9514 2302				$11.27	
1,000,000 / 08/2018	0	0	0	$0.00000	
Black Laser MFP A-4 8.5x14/KMBS				$0.00	

Subtotal Black	**1,708**	**$11.27**
Subtotal Color	**0**	**$0.00**

Overall Black Totals	**2,405,608**	**$9,419.58**
Overall Color Totals	**132,028**	**$7,323.34**

Your Avg Color CPC is $0.0555

Estimated color cost savings with your next bid: $12,851.64 over five years. Our bids are coming in at an average of $0.036, with our compensation included.

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 05/01/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 23 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	Prior CPC	Average Annual Cost
2,405,608	$0.01041	$25,042.38

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,405,608	$0.00392	$9,429.98	$15,612.40	$78,061.98

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of
$15,612.40 x 17 years as a Client = $265,410.73 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 payments are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Bow Elementary School	693,719	$2,863.25	$4,439.80	$13,680.35	$20,983.40
Bow High School	905,685	$3,665.61	$5,796.38	$17,860.38	$27,322.38
Bow Memorial School	704,271	$2,813.63	$4,507.33	$13,888.44	$21,209.41
SAU 67	100,225	$445.57	$641.44	$1,976.47	$3,063.48
SAU 67 Bus Garage	1,708	$11.72	$10.93	$33.68	$56.33
TOTALS	**2,405,608**	**$9,799.78**	**$15,395.89**	**$47,439.32**	**$72,634.99**

SPC EQUIPMENT BIDS:

You can experience significant cost savings on equipment and service & supplies if you did an upgrade. See next page for details.

Current bids are coming in between 8% to 12% of Retail compared with the current Salesman's Cost of 50% of Retail.

For Example, a 55-page-per-minute Color Toshiba 5525ac with RADF, Duplexing, Finisher, 3-Hole Punch, CIF-Print-Color Scan-Hard Drive for Secure Print and Fax Board with a Retail Cost of $38,000 can be purchased for $3,827. That's 10% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

SPC UPGRADES FOR 2023

Client Name	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Equipment Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
Brevard Family Partnership Florida	Don Johnson	1,158,146	51	Ricoh	Ricoh	Ricoh	$28,806.28	$144,031.40	SPC STarDoc & Papercut
City of Saco ME	Ryan Pinheiro	628,426	34	KMBS	KMBS & Ricoh	Konica Minolta	$3,495.81	$17,479.05	SPC STarDoc
Franklin Northeast SU VT	Morgan Daybell	4,060,945	18	Symquest	Symquest	Konica Minolta	$10,247.75	$51,238.75	SPC STarDoc
Holderness School NH	Paula Currie	780,989	32	Conway	Symquest	Konica Minolta	$25,414.02	$127,070.10	SPC STarDoc & Papercut
Phillips Exeter Academy NH	Scott Heffner	3,486,154	102	Toshiba Business	Toshiba Business Solut	Toshiba	$81,636.61	$408,183.05	SPC STarDoc & Papercut
RSU 2 Hallowell ME	Mariah Kelly	3,298,697	64	A-Copi	Smith Office	Sharp		$0.00	SPC STarDoc & Papercut
RSU 22 Hampden ME	Trish Hayes	4,624,078	57	Symquest	Symquest	Konica Minolta	$16,482.00	$82,410.00	SPC STarDoc
RSU 23 Old Orchard Beach ME	Cindy Cox	1,234,079	46	KMBS	Smith Office	Sharp		$0.00	SPC STarDoc
Saco MSAU ME	Kris Stryker-IT	3,000,000	56	KMBS	KMBS	Konica Minolta	$15,134.23	$75,671.15	SPC STarDoc & Papercut
SAU 18 Franklin NH	Robyn Dunlap-IT	1,835,661	24	KMBS	Toshiba Business Solut	Toshiba	$9,759.00	$48,795.00	SPC STarDoc & Papercut
SAU 30 Laconia NH	Diane Clary	3,777,053	73	NECS	Toshiba Business Solut	Toshiba	$14,623.00	$73,115.00	SPC STarDoc & Papercut
SAU 301 Prospect Mou (w/SAU 72 & SAU 86) NH	Heidi Duford	2,818,384	51	NECS	Toshiba Business Solut	Toshiba	$34,358.00	$171,790.00	SPC STarDoc & Papercut
SAU 34 Hillsboro-Deering NH	Grant Geisler	1,760,806	20	KMBS/Canon	KMBS	Konica Minolta	$18,438.01	$92,190.05	SPC STarDoc & Papercut
SAU 40 Milford NH	Jane Fortson	5,015,229	85	KMBS	Toshiba Business Solut	Toshiba	$3,397.60	$16,988.00	SPC STarDoc & Papercut
SAU 41 Hollis-Brookline NH	Kelly Seeley	6,630,000	98	Conway	Toshiba Business Solut	Toshiba	$29,914.65	$149,573.25	SPC STarDoc & Papercut
SAU 42 Nashua NH	Dan Donovan	20,893,573	87	KMBS	KMBS	Konica Minolta	$93,212.00	$466,060.00	SPC STarDoc
SAU 45 Moultonborough NH	Amanda Bergquist	1,117,284	25	KMBS	Toshiba Business Solut	Toshiba	$9,556.72	$47,783.60	SPC STarDoc & Papercut
SAU 64 Milton NH	Mackenzie Campbell	1,101,887	34	Seacoast/Conway	Toshiba Business Solut	Toshiba	$14,252.68	$71,263.40	SPC STarDoc & Papercut
SAU 77 Monroe NH	Rose Harris	207,730	7	WB Mason	Symquest	Konica Minolta	$2,100.31	$10,501.55	SPC STarDoc
SAU 83 Fremont NH	Nathan Castle	907,329	16	KMBS	KMBS	Konica Minolta	$7,233.81	$36,169.05	SPC STarDoc
SAU 85 Sunapee NH	Kelly Wessells	1,101,647	35	KMBS	KMBS	Konica Minolta	$3,171.67	$15,858.35	SPC STarDoc & Papercut
Wiscasset School District ME	Brian Barrows	1,122,000	32	Transco	Symquest	Konica Minolta	$13,190.00	$65,950.00	SPC STarDoc & Papercut
SAU 21 Winnacunnet NH	Mathew Ferreira	5,178,800		2024 Upgrade					
SAU 01 Contoocook Valley NH	Brian Cisneros	4,444,000		2024 Upgrade					
Totals		70,560,097	1,047				$434,424.15	$2,172,120.75	

* Print Management Software: All Clients have SPC STARDoc but some have chosen to acquire additional support that they did not have previously.

	2020	2021	2022	2023	2024 (so far)	Average per Year(2020-2023)	
TOTALS	82,468,260	69,686,229	73,469,937	70,560,097	9,622,800		
New Client Sign Ups >>>>>	6	8	8	10	2	8	Since 2020
Total New Clients	14,950,000	41,249,400	17,952,178	42,236,258	9,622,800	29,096,959	116,387,836
Total Existing Clients	67,518,260	28,436,829	55,517,759	28,323,839		44,949,172	

2023 Award Evaluation	Manufacturer	Volume	Machines	Clients Awarded
KMBS	Konica Minolta	11,597,862	211	6
Symquest	Konica Minolta	50,170,401	248	5
Toshiba Business Solutions	Toshiba	24,483,721	460	8
Smith Office Equipment	Sharp	4,079,686	96	2
Ricoh	Ricoh	1,158,146	51	1
Totals		91,489,816	1,066	22

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 averaged annual lease payments are NOT figured in to this table, as they are covered in the black prints report.

Building	Projected Color Volume	Service & Supply Cost
Bow Elementary School	41,350	$2,450.80
Bow High School	31,454	$1,757.18
Bow Memorial School	52,098	$2,994.36
SAU 67	7,126	$413.60
SAU 67 Bus Garage	0	$0.00
TOTALS	**132,028**	**$7,615.93**

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents actual and projected Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's 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. <mark>FY24 increase is 4%.</mark>

Vendor	Equipment Type	FY23 Black Volume	FY23 Black Cost/Copy	FY23 Black S & S Costs	FY24 Black Cost/Copy	FY24 Projected Black S & S Costs
Konica Minolta Business Solutions	Black Laser MFP A-4 8.5x14	7,110	$0.00660	$46.93	$0.00686	$48.77
Konica Minolta Business Solutions	Black MFP A-3 11x17	1,556,370	$0.00344	$5,353.91	$0.00358	$5,571.80
Konica Minolta Business Solutions	Black Printer A-4	286,227	$0.00660	$1,889.10	$0.00686	$1,963.52
Konica Minolta Business Solutions	Color Laser MFP A-4 8.5x14	13,165	$0.00431	$56.74	$0.00448	$58.98
Konica Minolta Business Solutions	Color MFP A-3 11x17	477,580	$0.00344	$1,642.88	$0.00358	$1,709.74
Konica Minolta Business Solutions	Color Printer A-4	65,156	$0.00660	$430.03	$0.00686	$446.97
TOTALS AND AVERAGES		**2,405,608**	**$0.00392**	**$9,419.58**	**$0.00407**	**$9,799.78**

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents actual and projected Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's 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. FY24 increase is 4%.

Vendor	Equipment Type	FY23 Color Volume	FY23 Color Cost/Copy	FY23 Color S & S Costs	FY24 Color Cost/Copy	FY24 Projected Color S & S Costs
KMBS	Color Laser MFP A-4 8.5x14	5,870	$0.04713	$276.65	$0.04902	$287.75
KMBS	Color MFP A-3 11x17	88,143	$0.05381	$4,742.97	$0.05596	$4,932.48
KMBS	Color Printer A-4	38,015	$0.06060	$2,303.71	$0.06302	$2,395.71
TOTALS AND AVERAGES		**132,028**	**$0.05547**	**$7,323.34**	**$0.05768**	**$7,615.93**

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	**94**
Number of Machines on Lease	94
Number of Machines Owned	0
Number of Rental/Loaner Machines	0

Lease Company	**Norway Savings Bank**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$47,439.32**
Lease Start Date	**08/02/2020**
Lease End Date	**08/01/2025**
Remaining Payments	**2**

*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Bow Elementary School	Custodian Room 126	Konica Minolta BH808	A8KN012000114
Bow Elementary School	Food Service Room 117	Konica Minolta BH3602P	AAFK011001758
Bow Elementary School	Guidance Office	Konica Minolta BH3602P	AAFK011001769
Bow Elementary School	Librarian	Konica Minolta BH3602P	AAFK011001765
Bow Elementary School	Library (To be Moved)	Konica Minolta BHC550i	AA7P011000659
Bow Elementary School	Main Office	Konica Minolta BH808	A8KN012000030
Bow Elementary School	Main Office	Konica Minolta BHC550i	AA7P011000797
Bow Elementary School	Room 108	Konica Minolta BH3602P	AAFK011001767
Bow Elementary School	Room 115	Konica Minolta BH3602P	AAFK011001752
Bow Elementary School	Room 122	Konica Minolta BH3602P	AAFK011001762
Bow Elementary School	Room 124	Konica Minolta BH3602P	AAFK011001773
Bow Elementary School	Room 125	Konica Minolta BH4000i	ACET011000630
Bow Elementary School	Room 135	Konica Minolta BH4000i	ACET011000628
Bow Elementary School	Room 140	Konica Minolta BHC3300i	AAJT011001306
Bow Elementary School	Room 201	Konica Minolta BH4000i	ACET011000633
Bow Elementary School	Room 203	Konica Minolta BH3602P	AAFK011001770
Bow Elementary School	Room 205	Konica Minolta BH4000i	ACET011000631
Bow Elementary School	Room 213 Special Ed	Konica Minolta BH4000i	ACET011000408
Bow Elementary School	Room 214	Konica Minolta BH3602P	AAFK011001784
Bow Elementary School	Room 216	Konica Minolta BH3602P	AAFK011001768
Bow Elementary School	Room 218C	Konica Minolta BHC3300i	AAJT011001775
Bow Elementary School	Room 219	Konica Minolta BH3602P	AAFK011001759
Bow Elementary School	Room 221	Konica Minolta BH3602P	AAFK011001783
Bow Elementary School	Work Room Color	Konica Minolta BHC3300i	AAJT011000577
Bow High School	Administration	Konica Minolta BHC550i	AA7P011000642
Bow High School	Art Room	Konica Minolta BHC3300i	AAJT011001394
Bow High School	Athletic Director	Konica Minolta BH3602P	AAFK011001616
Bow High School	Band Office	Konica Minolta BH3602P	AAFK011001619
Bow High School	Faculty Lounge	Konica Minolta BH958	A796012000144
Bow High School	Faculty Room 2	Konica Minolta BH958	A796012000095
Bow High School	Faculty Work Room	Konica Minolta BHC3300i	AAJT011000559
Bow High School	Guidance Office	Konica Minolta BH558	AA6T011011345
Bow High School	IT Hot Swap	Konica Minolta BH3602P	AAFK011001620
Bow High School	IT Pod	Konica Minolta BH3602P	AAFK011001584
Bow High School	IT Spare	Konica Minolta BH3602P	AAFK011001764
Bow High School	Library	Konica Minolta BH558	AA6T011011174

Building	Room	Make/Model	Serial Number
Bow High School	Library Desk	Konica Minolta BHC3300i	AAJT011001708
Bow High School	Lunch Room Office	Konica Minolta BH4422	AAFM011001797
Bow High School	M. Fisk	Konica Minolta BH3602P	AAFK011001511
Bow High School	Main Office	Konica Minolta BH4000i	ACET011000412
Bow High School	Nurse	Konica Minolta BH3602P	AAFK011001611
Bow High School	Principal's Office	Konica Minolta BH3602P	AAFK011001774
Bow High School	Room 106	Konica Minolta BH3602P	AAFK011001525
Bow High School	Room 1200 Computer Programming	Konica Minolta BH4000i	ACET011000414
Bow High School	Room 1204 SPED	Konica Minolta BHC3350i	A93E011006136
Bow High School	Room 1209 K Lab	Konica Minolta BH3602P	AAFK011001622
Bow High School	Room 123 Maintenance	Konica Minolta BH4422	AAFM011001796
Bow High School	Room 1305	Konica Minolta BH3602P	AAFK011001614
Bow High School	Room 1305 Color	Konica Minolta BHC3350i	A93E011005951
Bow High School	Room 1311	Konica Minolta BH3602P	AAFK011001610
Bow High School	Room 2108 Faculty	Konica Minolta BH4000i	ACET011000404
Bow High School	Room 2110 Faculty	Konica Minolta BH4000i	ACET011000410
Bow High School	Room 2201 Physics	Konica Minolta BH3602P	AAFK011001612
Bow High School	Room 2206	Konica Minolta BH4000i	ACET011000403
Bow High School	Room 2306	Konica Minolta BH4000i	ACET011000409
Bow High School	Room 2313	Konica Minolta BH3602P	AAFK011001618
Bow High School	School Psychologist - K Murphy	Konica Minolta BH3602P	AAFK011001606
Bow High School	Speech Room 1306	Konica Minolta BH3602P	AAFK011001790
Bow High School	STORAGE	Konica Minolta BH3602P	AAFK011001617
Bow High School	Tech Ed Copier	Konica Minolta BHC300i	AA2K011009543
Bow Memorial School	Arndt Room 9	Konica Minolta BHC3300i	AAJT011001806
Bow Memorial School	BMS Spare	Konica Minolta BHC3300i	AAJT011001444
Bow Memorial School	C Lab	Konica Minolta BHC3300i	AAJT011001603
Bow Memorial School	Copy Room	Konica Minolta BH808	A8KN012000352
Bow Memorial School	Copy Room Left	Konica Minolta BH808	A8KN012000053
Bow Memorial School	Kitchen	Konica Minolta BH3602P	AAFK011001801
Bow Memorial School	L Worth	Konica Minolta BH3602P	AAFK011001623
Bow Memorial School	Library	Konica Minolta BHC550i	AA7P011000450
Bow Memorial School	Main Office	Konica Minolta BH4000i	ACET011000635
Bow Memorial School	Nurse	Konica Minolta BH3602P	AAFK011001634
Bow Memorial School	PAWS Room 66	Konica Minolta BHC3300i	AAJT011001494
Bow Memorial School	Room 1 Main Office	Konica Minolta BHC550i	AA7P011000132
Bow Memorial School	Room 21	Konica Minolta BH3602P	AAFK011001608

Building	Room	Make/Model	Serial Number
Bow Memorial School	Room 38	Konica Minolta BH3602P	AAFK011001755
Bow Memorial School	Room 40	Konica Minolta BHC3300i	AAJT011001703
Bow Memorial School	Room 45 Copier	Konica Minolta BH808	A8KN012000148
Bow Memorial School	Room 47 Color	Konica Minolta BHC3300i	AAJT011001772
Bow Memorial School	Room 49 Guidence	Konica Minolta BH3602P	AAFK011001787
Bow Memorial School	Room 51	Konica Minolta BH3602P	AAFK011001766
Bow Memorial School	Room 6	Konica Minolta BH3602P	AAFK011001800
Bow Memorial School	Room 61 A	Konica Minolta BHC3300i	AAJT011001638
Bow Memorial School	Room 62	Konica Minolta BH4000i	ACET011000637
Bow Memorial School	Room 63	Konica Minolta BH4000i	ACET011000632
Bow Memorial School	Room 64	Konica Minolta BHC3300i	AAJT011001666
Bow Memorial School	Room 71	Konica Minolta BH3602P	AAFK011001523
Bow Memorial School	Room 79	Konica Minolta BHC3300i	AAJT011001400
Bow Memorial School	Special Education	Konica Minolta BH4000i	ACET011000634
Bow Memorial School	Tech Ed	Konica Minolta BHC3300i	AAJT011001757
SAU 67	A. Lozeau	Konica Minolta BH3602P	AAFK011013411
SAU 67	Copy Room	Konica Minolta BHC550i	AA7P011000810
SAU 67	Duane's Office	Konica Minolta BH3602P	AAFK011001519
SAU 67	Rose (off site)	Konica Minolta BHC3300i	AAJT011001808
SAU 67	Rosemarie's Office	Konica Minolta BH5000i	ACF1011000050
SAU 67 Bus Garage	Transportation Office	Konica Minolta BH4422	AAFM011001751

STARDoc USER NAMES

Name	User Name
Adam Osburn	aosburn@bownet.org
Brian O'Connell	boconnell
Chelsea Bailey	cbailey
Chris Stebbins	cstebbins
Chris Stebbins	Chris
Connor Parzick	cparzick
Duane Ford	dford@bownet.org
Lori Krueger	lkrueger
Martin Stehl	mstehl
Melissa Surprenant	mharper
Roy Bailey	rbailey@bownet.org

STARDoc user names are managed by the Account Administrator, usually the IT Director. If there are any changes that need to be made, please notify your Account Administrator or SPC.

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around $389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the copier industry and we can no longer access the funds owed to the client?

Other Concerns:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

Purpose:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.
Funding Source: Initially, $200,000 no-interest personal loan. To be paid back from two sources…

- Wholesale Trades… For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases… 2% of the gross will be set aside with each upgrade.

Who Benefits?

All SPC clients…like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

Other Concerns:

- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Warranty
- Equipment is damaged by user and not covered under the Warranty

Purpose:

- To replace or add a machine when needed

Who Benefits?

- All SPC clients…by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client