



Specialized Purchasing Consultants

1491 East Side River Road
Dummer, NH 03588
(800) 750-1538
www.spccopypro.com

FY23 Upgrade Report

Nathan Castle
Fremont School District
432 Main Street
Fremont, NH 03044

Specialized Purchasing Consultants Corp.

Serving Maine, New Hampshire & Vermont since 1988

1491 East Side River Road
Dummer, NH 03588
(800) 750-1538
stilton@spccopypro.com

October 2, 2023

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Nathan Castle
SAU 83 Fremont School District
432 Main Street
Fremont, NH 03044

Dear Nathan:

Thank you for allowing Specialized Purchasing Consultants to assist you with your recent reprographic equipment upgrade. As with any change, challenges will arise, and we hope we did not let you down in any way. We appreciate your continued confidence in us for the past fourteen years.

SPC strives to meet or exceed your expectations by providing services such as STARDoc, automatic reporting, simplified billing, and a comprehensive dual-layered warranty. Our staff is always ready and willing to assist with all of your current and future needs, answering any questions you have or managing a warranty issue.

We hope we have taken care of all the details and resolved any issues that may have arisen. If you believe there is anything we have missed, please let us know and we will rectify the situation to your satisfaction.

We look forward to serving you throughout the years to come.



Skip Tilton
President of SPC

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CONTRACT

THIS CONTRACT (the "Contract") is made this 25th day of January 2023 by and between Specialized Purchasing Consultants ("Contractor" or "SPC") and NHSAU 83 - Fremont School District ("Client"). For and in consideration of the mutual covenants and performance set forth herein, Contractor and Client agree as follows:

1. **Term.** The term of this Contract is five years from the date hereof, unless earlier terminated pursuant to the terms hereof. Client or SPC can terminate this Contract at any time for any reason after one year, upon 30 days written notice to the other party to this Contract, following completion by the Client of the issuance of a lease, purchase, lease-purchase, financing, or refinancing to replace, add, or upgrade equipment covered by this Contract ("an Upgrade" defined as no less than 75% of the current reprographic equipment as outlined in the "Initial Needs and Analysis" Item 3A of this contract). If such an early termination is effected by Client or SPC, Client and SPC shall reconcile fairly all amounts due for services performed under the Contract.
2. **Fees.** The fees payable by Client to Contractor under this Contract are: (a) eleven percent (11%) of the Total Cost Per Copy of all copies scheduled to be made on all service and supply agreements for reprographic equipment (Photocopiers, Multi-functional Duplicating Equipment, or other equipment described in the Five Year Equipment Replacement Schedule referenced in subparagraph (l) hereof) leased, purchased, lease-purchased, financed, or refinanced by Client as a result of services performed by Contractor under this Contract (in other words, if the Total Cost Per Copy for services and supplies for equipment leased, purchased, lease-purchased, financed, or refinanced as a result of services performed by Contractor under this Contract is \$.003 per scheduled copy, the Contractor's fee is \$.00033 per such copy); and (b) eleven percent (11%) of the principal amount (purchase price financed) of all such reprographic equipment (in other words, if the total principal amount of reprographic equipment leased, purchased, lease-purchased, financed, or refinanced by Client as a result of services performed by Contractor under this Contract is \$3,000, the Contractor's fee is \$330). The "Total Cost Per Copy" for equipment covered by this Contract is defined as the total cost per copy scheduled to be charged for service and supply contracts between Client and servicing vendors for equipment acquired by Client as a result of services performed by Contractor under this Contract. Excluded from such service and supply contracts are the cost of paper and the cost of staples. No fees are payable by Client to Contractor hereunder, other than the retainer described in Paragraph 8 hereof, unless Client accepts a bid for reprographic services arranged by Contractor pursuant to this Contract, or unless Client breaches this Contract under Paragraph 4 hereof or otherwise.

Network Printers (NP) will be administered under separate contracts with the Vendors of such NPs. Due to the limited volume done on NPs, Contractor's fee will be Twenty-Five percent (25%) of the Vendor's fee per copy on the NP. For example if the Total Cost per Copy ("TCPC") negotiated with a Vendor for a NP is \$0.0049, then the Contractor's fee is \$0.001225 for a Total cost to the Client of \$0.006125 per copy on the NP.

SPC guarantees to improve the quality of your equipment and service as well as lower the cost of obtaining and operating reprographic equipment, even after SPC's fees have been included in the new total cost. If SPC fails to achieve this, SPC will terminate our Contract, refund SPC's retainer received from Client, and provide an additional \$500.00 check to Client to cover any loss of time on Client's part.

3. **Services Performed By Contractor:** (See Addendum B for a Complete list of services for both Vendor and Client)
 - a. **Initial Needs and Capabilities Analysis.** Contractor will provide to Client a written Initial Needs and Capabilities Analysis (contained within the Five-Year Equipment Replacement Schedule described in subparagraph (l) hereof) analyzing Client's existing reprographic system including Client's current photocopiers, offset presses, high-speed duplicators, Low End Network Printers, and outside printing requirements. Based on this Initial Needs and Capabilities Analysis, Contractor will design, with Client's approval, an overall reprographic system for Client, with the goal of increasing Client's reprographic capabilities, while reducing Client's reprographic costs. Specifically, throughout the term of this Contract, Contractor will provide Client with initial long-term service and supply contract savings and capital savings of up to two-thirds of retail. Annually hereunder, Contractor will provide Client with guaranteed ceilings on any annual price increases for service and supply contracts covering equipment obtained under this Contract of 5% or the annual increase in the Consumer Price Index (CPI-U), whichever is less.
 - b. **Annual Use Report.** Annually hereafter, Contractor will provide to Client a written Annual Use Report analyzing the use of reprographic equipment and services and supplies by Client, with recommendations that identify for Client how to use such equipment, services and supplies, and other items in the most efficient and effective manner possible.
 - c. **Two-Year Needs and Capabilities Analysis.** Every two years hereafter, Contractor will perform a Needs and Capabilities Analysis for Client covering the same matters contained in the Initial Needs and Capabilities Analysis. Client must provide written authorization to Contractor to perform the Two-Year Needs and Capabilities Analysis, and such written authorization may be provided by the Superintendent of Schools or Business Manager (or similar officer) of Client pursuant to this Contract.
 - d. **Bid Specifications.** Based on the results of the Initial Needs and Capabilities Analysis, Annual Use Report, and Two-Year Needs and Capabilities Analysis, as applicable, Contractor will prepare and distribute bid specifications to qualified contractors to obtain for Client reprographic equipment and services desired by Client.
 - e. **Selection of Vendors.** Contractor will analyze all bids received by Client for reprographic equipment and services pursuant to subparagraph (d) above and make recommendations to Client regarding how Client can obtain the most effective and lowest-cost reprographic equipment and services.

Skip Tilton
President

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- f. **Negotiation With Vendors.** After bids described in subparagraph (e) above are received, if further negotiation with vendors on behalf of Client is desired by Client, Contractor will undertake such negotiations with vendors at Client's direction so that contracts in compliance with Client's requirements can be executed.
 - g. **Financing.** Contractor will arrange, at no cost to Client, tax-exempt lease-purchase financing (for tax-exempt Clients) or other appropriate financing for the reprographic equipment selected by Client. Contractor shall submit all transactions to Contractor's bond counsel listed in the Bond Buyer's Municipal Marketplace ("Bond Counsel"), for the preparation of all documents, for legal compliance review, and for the provision of any legal validity and tax opinions necessary to complete and finance such transactions. In addition, Client may arrange for its own counsel ("Issuer Counsel") to participate in the transaction, at Client's cost, or the Client may choose to effect its own financing, at its own cost.
 - h. **Assumption of Existing Contracts.** Contractor will assume all financial obligations and hold Client harmless from such obligations under all existing contracts, leases, or financing agreements to which Client is a party for equipment being replaced by equipment being leased, purchased, lease-purchased, financed, or refinanced pursuant to this Contract. In order to facilitate the payment by Contractor of all obligations of Client under such contracts, leases, or financing arrangements, Client hereby authorizes Contractor, to change the billing addresses on such contracts, leases, or financing arrangements to the business address of Contractor. Client also agrees to hold Contractor harmless for, and to pay, any shipping costs back to a vendor or leasing company, or storage costs for such equipment, or any Federal, State, or local taxes lawfully assessed and due, now or hereafter, upon all equipment covered by such contracts, leases, or financing agreements being repaid by Contractor pursuant to this Contract.
 - i. **Cancellation and Renegotiation of Existing Service Contracts and Establishing New Service Contracts.** Contractor, at Client's direction, will cause existing service and supply contracts for existing reprographic equipment used by Client to be cancelled, and will negotiate new service and supply contracts at new terms acceptable to Client, including replacement warranties from vendors for all equipment identified by Client.
 - j. **Annual Monitoring of Service Contracts.** During the term of this Contract, Contractor will monitor annually all reprographic service and supply contracts entered into by Client to verify correct billing and to identify over-usage and under-usage of particular equipment.
 - k. **Installation of Equipment.** After contracts have been awarded to vendors for reprographic equipment pursuant to this Contract, Contractor will communicate with such vendors to assure proper installation of equipment pursuant to the terms of any applicable lease-purchase or other financing agreement and to assure proper commencement of service and supply contracts.
 - l. **Provision of Equipment Replacement Schedule.** Contractor will provide to Client, and will update as necessary, a Reprographic Equipment Replacement Schedule (a "Five Year Equipment Replacement Schedule") for all equipment to be replaced, reconditioned, upgraded, or otherwise covered by this Contract.
 - m. **Provision of Key Operator Instruction Forms.** Contractor will provide Client with a Key Operator Instruction Form for posting adjacent to each copying machine of Client describing proper use, key operator name, machine serial number, life expectancy of such machine, location and telephone number of vendor's service manager, and warranties for the machine.
4. **Exclusive Agency for Bidding and Selection of Vendors and Equipment.** All bidding, analysis, and selection of vendors and equipment by Client pursuant to this Contract shall be effected exclusively through Contractor. If, during the term of this Contract, Client executes a contract separate from Contractor with any vendor to provide services or equipment such as that covered by this Contract, then Client shall be in breach of this Contract and shall pay to Contractor all fees due and unpaid by Client to Contractor under this Contract, including all fees which would have been payable by Client to Contractor under this Contract had Client accepted a bid meeting the terms of this Contract and arranged by Contractor for Client under this Contract, plus all costs including attorney's fees incurred by Contractor to collect such fees. If Client rejects all of the bids arranged by Contractor for Client pursuant to this Contract, then Contractor shall be allowed exclusively to re-bid for Client the services and equipment desired by Client according to Client's specifications. Client's Initials here acknowledge that Client has carefully reviewed the terms of this Paragraph 4 applicable to Client under this Contract.
5. **Warranties.** Throughout the term of this Contract, Contractor will obtain for Client from vendors five-to-ten-year average warranties on all new equipment obtained for Client under this Contract, five-year average warranties for all reconditioned equipment obtained for Client under this Contract, and three-to-five year average warranties for all existing equipment of Client left in place and monitored by Contractor under this Contract.
6. **Equipment Upgrades and Adjustment of SPC Fees.** If any equipment which is covered by this Contract is upgraded or replaced during the term of this Contract, then Total Cost Per Copy fees payable by Client to Contractor under paragraph 2(a) above shall be adjusted by the net increase or decrease in copy volume from the original copy volume negotiated by Contractor for Client pursuant to this Contract. (For example, three years after execution of this Contract, Contractor is asked to do an Upgrade by Client on certain of Client's equipment. After the Upgrade is approved by Client, total copy volume on Client's equipment is scheduled to be 2,000,000 copies per year for the remaining two years of this Contract instead of the 1,500,000 copies per year originally scheduled under this Contract. Under such circumstances, Contractor would be entitled to receive its fee under paragraph 2(a) above for the additional 500,000 copies per year scheduled under the Upgrade for the remaining two years of the Contract.



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7. **Retainer.** Upon execution of this Contract, Client agrees to pay Contractor a retainer of \$1,000.00 (Waived for an existing client). This amount shall be credited in its entirety, however, to any fee earned by Contractor on an Upgrade of reprographic equipment or services by Client pursuant to this Contract.
8. **Optional Unforeseen Cost Fund & Installation:** By initialing below, Client hereby elects to pay Contractor, as part of the principal amount of equipment covered by this Contract, a one-time \$300 charge for each item of reprographic equipment covered by this Contract, to eliminate any liability by Client for costs unforeseen by Client for:
- a. SPC's Print Management Services (See Addendum A)
 - b. Shipping or storage under Paragraph 3(h) hereof;
 - c. Network Drops
 - d. Specialized reprographic surge protectors
 - e. Electrical rewiring found to be necessary to integrate reprographic equipment provided hereunder to Client's existing electronic data processing network
 - f. Installation and operation of SPC Star Doc (remote monitoring of all reprographic equipment, and analysis of Client's usage and cost patterns)
- Client Initials: Accept 
9. **Entire Agreement.** This Contract represents the entire agreement between Contractor and Client with regard the subject matter hereof. No oral negotiations, discussions, or agreements, either prior to or subsequent to the date of this Contract, with regard to the subject matter hereof, are binding upon Contractor or Client, unless reduced to writing and set forth in the form of an agreement, signed by both Contractor and Client.
10. **No Conflicts-of-Interest by Contractor.** Contractor warrants to Client that Contractor has no monetary or other self-interest in the selection of any vendor to provide reprographic equipment or services to Client pursuant to this Contract, and that the performance of Contractor's obligations pursuant to this Contract shall be solely in the interests of Client to provide Client with the best possible reprographic equipment and services at the lowest possible price.
11. **Non-Disparagement.** Client and Contractor will not make any unfavorable statements or references, whether written or verbal, or cause or encourage others to make such unfavorable statements or references, about the other party.

CLIENT

Company	NHSAU 83 - Fremont School District
Signature	X 
Authorized by (please print)	Nathan Castle
Title	Business Administrator
Address 1	432 Main Street
City, State, Zip	Fremont, NH 03044
Telephone Number	6038952511
Fax Number	
E-mail address	ncastle@sau83.org

CONTRACTOR (SPECIALIZED PURCHASING CONSULTANTS)

SPC Corporate Signature


Skip Tilton, President



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Addendum A: STARDoc Services that include but are not limited to...

- Cost Saving Recommendations
- Pinpointing Color Cost over usage with cost savings recommendations
- Allocate Cost by Device and Building
- Student Population Ratios Compared to at least 55 School Districts
- Monthly Audits that build your budgets based off printing habits
- Electronic Monitoring of all Printers/Copiers
- Floor Plan Asset Management
- Measure Output at Device Level

Addendum B: Services that SPC provides that assist both the Client and servicing Vendor.

Services SPC provides to the Client:

Prior to Installation:

- Cooperative Buying Power of copiers & printers, bidding & tabulation of bids
- Five-Year Equipment Replacement Schedule: Includes onsite surveying, fleet recommendations, follow-through of bid process
- Working directly with vendors and manufacturers on Client's behalf
- Client allowed to choose vendor no matter the bid results (i.e., not necessarily awarding bid to lowest quote)

During Installation:

- On-site oversight of equipment installation
- Electronic Surge Protectors (ESPs), electrical wiring, computer interface, etc. provided as needed.
- Follow-through on remaining installation issues to ensure completion
- Print Management Software

After Installation:

- STARDoc Fleet Management program
- Live Floor Plans
- Annual Meter Read Collection
- Simplified Billing Program: Three total invoices per year directly from SPC
- Annual Reports
- Mediating equipment and warranty issues between Client and Vendor
- Chromebook Bid
- Paper Bid

Services SPC provides to the Vendor:

Prior to Installation:

- Quantity addition of clients, equipment, and volume
- Bid Specs organized in consistent format with the Five-Year Equipment Replacement Schedule
- Past bid results shared to provide best negotiating with manufacturers
- All bids shared with vendors are equal, with none allowed to under-spec, under-bid or offer discontinued equipment
- Customer chooses the vendor of choice, despite bid results
- Digital Needs Analysis to match machine to installation site
- Coordination of vendor meeting with Client after bid is awarded

During Installation:

- Oversight of equipment installation to assist delivery and technician staff
- Electronic Surge Protectors (ESPs), electrical wiring, computer interface, etc. provided by SPC as needed
- Follow-through on installation issues to ensure continuity for client and vendor
- Print Management Software

After Installation:

- Annual Meter Read Collection
- Simplified Billing Program: Three total invoices per year; SPC pays vendor directly
- Mediating equipment and warranty issues between Client and Vendor
- Annual Meetings with Vendor to address positive and negative issues or concerns as well as discussion of past and future bids.



Five-Year Basis beginning with the 2023/2024 Fiscal Year
 Present vs. Proposed Recommendations as of 8/2/2023

PRESENT SITUATION	PROPOSED RECOMMENDATION
1) Guarantees on Photocopiers: <1 Year	1) Guarantees for All Machines: 5+ Years
2) Annual Price Ceilings Left: <1 Year	2) 5% or CPI Annual Ceilings, whichever is less: 5+ Years
3) Copiers with 3M+ Copies: 4	3) Copiers with 3M+ Copies: 5
4) Units to be Traded: 16	4) Units to be Replaced: 17 New
5) Photocopiers: 6	5) Photocopiers: 6
6) Color Photocopiers: 3	6) Color Photocopiers: 3
7) Multi-Function Printers (MFPs): 3	7) Multi-Function Printers (MFPs): 0
8) Printers: 7	8) Printers: 11
9) Duplexers: 16	9) Duplexers: 17
10) Finishers: 6	10) Finishers: 6
Total number of Units: 16	Total number of Units: 17

Overall Description of Equipment Fleet

Currently, you are doing 2,148 mono pages per student and 278 color. In SPC's cooperative—with about 90k students—the average number of mono pages per student is 1,788 while color is 243.

Presently, you have one (1) manufacturers with eight (8) distinct models. The new arrangement will stay with one (1) manufacturer with one (1) vendor servicing everything with as few distinct models as possible.

Capital

Presently, you have one (1) municipal lease that will be paid off in FY23. With our recommendation, you will again have one (1) municipal master lease. Your first of five annual lease payments will be due on August 1, 2024. Using the \$14,515.70 below, we can afford up to \$62,344.76 in new equipment without a down payment. It is helpful to know that for every \$10,000.00 you put towards a down payment, it would save \$2,328.30 a year. The Town of Fremont is purchasing a copier in this arrangement as well. They will be adopting a sharing agreement promising to pay back their portion for that copier valued at \$995.00 a year.



Board Approval Date: May 9, 2023

Service & Supplies

With all consumable cost centers combined—including service—you are averaging a Cost per Copy (CPC) of \$0.004457 for black and \$0.058591 for color. The new contract will come in at a CPC of \$0.003918 for black and \$0.0333 for color. These figures are an average of both printers and copiers.

Vendor Packages

SPC has brought forward 6 different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bid combination for your school district:

Cost Center	Present*	KMBS*
1. Service & Supplies Color*:	\$4,421.89	\$2,513.15
2. Service & Supplies Black*:	\$3,707.82	\$2,962.69
3. Annual Muni Lease (including SPC Comp):	\$14,515.70 (16 Machines)	\$10,688.13 (17 Machines)
4. Forced Upgrades (0 Owned Devices):	\$0.00	\$00.00
Totals:	\$22,645.41	\$16,163.97

*These numbers are based on 831,557 copies per year and will fluctuate based on usage.

The successful bidders will have a blanket servicing contract that includes all consumables—excluding 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 and January with a reconciliation invoice in June. Your service contract will be fixed through June 30, 2024. 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. This scenario even allows you to upgrade, lowering the service costs, by allowing you 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.

Print Management

STARDoc is recommended for all devices. OCR Modules will be included on both the SAU and Main Office copiers which will allow them to scan searchable PDFs.

Security package

Hard Drive Wipes are included in these prices.



NHSAU 83 - Fremont School District

Nathan Castle

432 Main Street

Fremont, NH 03044

Five-Year Equipment Replacement Schedule

NHSAU 83 - Fremont Scho	Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName	Present Meter/Survey Date	Estimated Life	Date Introduced			
Room	Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students	Serial Number / Present IP Address	Projected Black Volume				
Annual Volume	Special Notes	Projected Color Volume				
1 Ellis School Main Office	Konica Minolta BHC558 Color MFP A-3 11 X 17 55 CPM RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch CIF- Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Konica Minolta BHC550i 55 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print- Airprint-OCR Module	New	New	New	New
382	275,515 (Trade)	3,000,000	2/1/2020			
Black Vol:	33,822	AA7P017702161	95522242			
Color Vol:	11,031	33,822 Konica-Minolta Business Solutions	11,031			
1 Ellis School Main Office	Konica Minolta BHC558 Color MFP A-3 11 X 17 55 CPM RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch CIF- Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Konica Minolta BHC550i 55 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print- Airprint-OCR Module	New	New	New	New
382	275,515 (Trade)	3,000,000	2/1/2020			
Black Vol:	33,822	AA7P017702161	95522242			
Color Vol:	11,031	33,822 Konica-Minolta Business Solutions	11,031			

NOTE: FIN = Finisher; CIF = Computer Interface; M = Move; F = From; T = Trade;
C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

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NHSAU 83 - Fremont Scho		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address		Projected Black Volume			
Annual Volume		Special Notes		Projected Color Volume			
2	Ellis School	Konica Minolta BH4700P Black Printer A-4 50 CPM Duplex 2nd Paper Drawer-Sort CIF-Print-Post Script-Airprint	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint		New	New	New
	Room 502 Facilities Office	18,279 (Trade)	1,000,000	6/1/2019			
382		2,000,000 04/13	ACET011011831	95522303			
Black Vol:	1,614	A63N011021721 /	1,614 Konica-Minolta Business Solutions				
			0				
2	Ellis School	Konica Minolta BH4700P Black Printer A-4 50 CPM Duplex 2nd Paper Drawer-Sort CIF-Print-Post Script-Airprint	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint		New	New	New
	Room 502 Facilities Office	18,279 (Trade)	1,000,000	6/1/2019			
382		2,000,000 04/13	ACET011011831	95522303			
Black Vol:	1,614	A63N011021721 /	1,614 Konica-Minolta Business Solutions				
			0				
3	Ellis School	Konica Minolta BH3301P Black Printer A-4 35 CPM Duplex 300 Paper Supply Sort CIF-Print-Post Script-Airprint MICR Toner	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint		New	New	New
	Room 411 Pipitone	26,302 (Trade)	1,000,000	6/1/2019			
382		500,000 11/15	ACET011011819	95522298			
Black Vol:	6,864	A63P015001850 /	6,864 Konica-Minolta Business Solutions				
			0				

NOTE: FIN = Finisher; CIF = Computer Interface; M = Move; F = From; T = Trade;
C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

NHS AU 83 - Fremont School		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
3	Ellis School Room 411 Pipitone	Konica Minolta BH3301P Black Printer A-4 35 CPM Duplex 300 Paper Supply Sort CIF-Print-Post Script-Airprint MICR Toner	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint	New	New	New	New
382		26,302 (Trade)	1,000,000	6/1/2019			
Black Vol:	6,864	500,000 11/15	ACET011011819	95522298			
		A63P015001850 /	6,864	Konica-Minolta Business Solutions			
			0				
4	Ellis School Room 209 Library	Konica Minolta BHC458 Color MFP A-3 11 X 17 45 CPM RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch CIF-Print-Scan-Fax-Hard Drive for Secure Print	Konica Minolta BHC550i 55 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
382		535,281 (Trade)	3,000,000	2/1/2020			
Black Vol:	61,259	1,000,000 08/16	AA7P017702167	95522239			
Color Vol:	32,690	A79M011018437 /	61,259	Konica-Minolta Business Solutions			
			32,690				
4	Ellis School Room 209 Library	Konica Minolta BHC458 Color MFP A-3 11 X 17 45 CPM RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3-Hole Punch CIF-Print-Scan-Fax-Hard Drive for Secure Print	Konica Minolta BHC550i 55 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
382		535,281 (Trade)	3,000,000	2/1/2020			
Black Vol:	61,259	1,000,000 08/16	AA7P017702167	95522239			
Color Vol:	32,690	A79M011018437 /	61,259	Konica-Minolta Business Solutions			
			32,690				

NOTE: FIN = Finisher; CIF = Computer Interface; M = Move; F = From; T = Trade;
C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

NHS AU 83 - Fremont School		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
5	Ellis School Room 307 Bancroft	Konica Minolta BH4700P Black Printer A-4 50 CPM Duplex 2nd Paper Drawer-Sort CIF-Print-Post Script-Airprint 42,782 (Trade)	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint 1,000,000 ACET011008977	New	New	New	New
382		2,000,000 04/13	6/1/2019				
Black Vol:	4,989	A63N011021734 /	4,989 Konica-Minolta Business Solutions				
			0				
5	Ellis School Room 307 Bancroft	Konica Minolta BH4700P Black Printer A-4 50 CPM Duplex 2nd Paper Drawer-Sort CIF-Print-Post Script-Airprint 42,782 (Trade)	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint 1,000,000 ACET011008977	New	New	New	New
382		2,000,000 04/13	6/1/2019				
Black Vol:	4,989	A63N011021734 /	4,989 Konica-Minolta Business Solutions				
			0				
6	Ellis School Room 420 Nurses' Office	Konica Minolta BH4020 Black Laser MFP A-4 8 1/2 X14 42 CPM RADF Duplex 500 Sheets Paper Sort CIF-Print-Scan-Fax-Post Script 17,485 (Trade)	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint 1,000,000 ACET011008921	New	New	New	New
382		1,000,000 02/14	6/1/2019				
Black Vol:	5,941	A6WD011007781 /	5,941 Konica-Minolta Business Solutions				
			0				

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NHS AU 83 - Fremont School		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
6	Ellis School Room 420 Nurses' Office	Konica Minolta BH4020 Black Laser MFP A-4 8 1/2 X14 42 CPM RADF Duplex 500 Sheets Paper Sort CIF-Print-Scan-Fax- Post Script 17,485 (Trade)	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort- Post Script-Airprint 1,000,000 02/14	6/1/2019	New	New	New
382			1,000,000	6/1/2019			
Black Vol:	5,941	A6WD011007781 /	ACET011008921	95522307			
			5,941	Konica-Minolta Business Solutions			
			0				
7	Ellis School Room 413 Booth	Konica Minolta BH4700P Black Printer A- 4 50 CPM Duplex 2nd Paper Drawer-Sort CIF-Print-Post Script-Airprint 39,865 (Trade)	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort- Post Script-Airprint 2,000,000 04/13	6/1/2019	New	New	New
382			2,000,000	6/1/2019			
Black Vol:	9,892	A63N011022035 /	ACET011008986	95522300			
			9,892	Konica-Minolta Business Solutions			
			0				
7	Ellis School Room 413 Booth	Konica Minolta BH4700P Black Printer A- 4 50 CPM Duplex 2nd Paper Drawer-Sort CIF-Print-Post Script-Airprint 39,865 (Trade)	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort- Post Script-Airprint 2,000,000 04/13	6/1/2019	New	New	New
382			2,000,000	6/1/2019			
Black Vol:	9,892	A63N011022035 /	ACET011008986	95522300			
			9,892	Konica-Minolta Business Solutions			
			0				

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NHS AU 83 - Fremont School		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address		Projected Black Volume			
Annual Volume		Special Notes		Projected Color Volume			
8 Ellis School Room 201 Speect/OT		Konica Minolta BH4020 Black Laser MFP		Konica Minolta BH4000i 42 PPM ~		New	New
		A-4 8 1/2 X14 42 CPM RADF Duplex		Duplex Standard Paper Supply-Sort-			
		500 Sheets Paper Sort CIF-Print-Scan-Fax-		Post Script-Airprint			
		Post Script					
		44,966 (Trade)					
382		1,000,000	02/14	1,000,000	6/1/2019		
Black Vol:	11,342	A6WD011007776 /		ACET011008988	95522311		
				11,342	Konica-Minolta Business Solutions		
				0			
8 Ellis School Room 201 Speect/OT		Konica Minolta BH4020 Black Laser MFP		Konica Minolta BH4000i 42 PPM ~		New	New
		A-4 8 1/2 X14 42 CPM RADF Duplex		Duplex Standard Paper Supply-Sort-			
		500 Sheets Paper Sort CIF-Print-Scan-Fax-		Post Script-Airprint			
		Post Script					
		44,966 (Trade)					
382		1,000,000	02/14	1,000,000	6/1/2019		
Black Vol:	11,342	A6WD011007776 /		ACET011008988	95522311		
				11,342	Konica-Minolta Business Solutions		
				0			
9 Ellis School Room 501 Reading/Title 1		Konica Minolta BH4700P Black Printer A-		Konica Minolta BH4000i 42 PPM ~		New	New
		4 50 CPM Duplex 2nd Paper Drawer-Sort		Duplex Standard Paper Supply-Sort-			
		CIF-Print-Post Script-Airprint		Post Script-Airprint			
		6,319 (Trade)					
382		2,000,000	04/13	1,000,000	6/1/2019		
Black Vol:	4,500	A63N011021731 /		ACET011008982	95522329		
				4,500	Konica-Minolta Business Solutions		
				0			

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NHS AU 83 - Fremont Scho		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
9	Ellis School	Konica Minolta BH4700P Black Printer A-4 50 CPM Duplex 2nd Paper Drawer-Sort CIF-Print-Post Script-Airprint	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint	New	New	New	New
	Room 501 Reading/Title 1	6,319 (Trade)	1,000,000	6/1/2019			
382		2,000,000 04/13	ACET011008982	95522329			
Black Vol:	4,500	A63N011021731 /	4,500	Konica-Minolta Business Solutions			
			0				
10	Ellis School	Konica Minolta BH4700P Black Printer A-4 50 CPM Duplex 2nd Paper Drawer-Sort CIF-Print-Post Script-Airprint	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint	New	New	New	New
	Room 511 Case Managers	93,418 (Trade)	1,000,000	6/1/2019			
382		2,000,000 04/13	ACET011008969	95522309			
Black Vol:	18,202	A63N011021738 /	17,202	Konica-Minolta Business Solutions			
			0				
10	Ellis School	Konica Minolta BH4700P Black Printer A-4 50 CPM Duplex 2nd Paper Drawer-Sort CIF-Print-Post Script-Airprint	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint	New	New	New	New
	Room 511 Case Managers	93,418 (Trade)	1,000,000	6/1/2019			
382		2,000,000 04/13	ACET011008969	95522309			
Black Vol:	18,202	A63N011021738 /	17,202	Konica-Minolta Business Solutions			
			0				

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NHSAU 83 - Fremont Scho		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address		Projected Black Volume			
Annual Volume		Special Notes		Projected Color Volume			
11 Ellis School		Additional Device Black MFP A-3 11 X 17	Konica Minolta BH4000i 42 PPM ~		New	New	New
Room 602 Case Managers		0 CPM	Duplex Standard Paper Supply-Sort-Post Script-Airprint				
		0	1,000,000	6/1/2019			
382			ACET011008987	95522321			
Black Vol:		/	1,000 Konica-Minolta Business Solutions				
			0				
11 Ellis School		Additional Device Black MFP A-3 11 X 17	Konica Minolta BH4000i 42 PPM ~		New	New	New
Room 602 Case Managers		0 CPM	Duplex Standard Paper Supply-Sort-Post Script-Airprint				
		0	1,000,000	6/1/2019			
382			ACET011008987	95522321			
Black Vol:		/	1,000 Konica-Minolta Business Solutions				
			0				
12 Ellis School		Konica Minolta BH4020 Black Laser MFP	Konica Minolta BH4000i 42 PPM ~		New	New	New
Room 423 Special Ed		A-4 8 1/2 X14 42 CPM RADF Duplex	Duplex Standard Paper Supply-Sort-Post Script-Airprint				
Office		500 Sheets Paper Sort CIF-Print-Scan-Fax-Post Script					
		131,316 (Trade)	1,000,000	6/1/2019			
382			ACET011008990	95522328			
Black Vol:	29,099	A6WD011007780 /	29,099 Konica-Minolta Business Solutions				
			0				

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NHSAU 83 - Fremont Scho		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
12	Ellis School Room 423 Special Ed Office	Konica Minolta BH4020 Black Laser MFP A-4 8 1/2 X14 42 CPM RADF Duplex 500 Sheets Paper Sort CIF-Print-Scan-Fax- Post Script 131,316 (Trade)	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort- Post Script-Airprint 1,000,000 6/1/2019	New	New	New	New
382		1,000,000 02/14	1,000,000	ACET011008990	95522328		
Black Vol:	29,099	A6WD011007780 /	29,099 Konica-Minolta Business Solutions				
			0				
13	Ellis School Teachers' Work Room	Konica Minolta BH808 Black MFP A-3 11 X 17 80 CPM RADF Duplex (LCT if under 1,500 Capacity) Saddle Stitch Finisher Offline or Inline Tri-Fold 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print 400+ Lb Console 1,300,812 (Trade)	Konica Minolta BH 750i 75 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF- Print-Scan-Post Script-Hard Drive for Secure Print-Airprint 4,000,000 9/1/2020	New	New	New	New
382		4,000,000 06/16	4,000,000	ACV7017000479	95522240		
Black Vol:	251,221	A8KN011005375 /	251,221 Konica-Minolta Business Solutions				
			0				
13	Ellis School Teachers' Work Room	Konica Minolta BH808 Black MFP A-3 11 X 17 80 CPM RADF Duplex (LCT if under 1,500 Capacity) Saddle Stitch Finisher Offline or Inline Tri-Fold 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print 400+ Lb Console 1,300,812 (Trade)	Konica Minolta BH 750i 75 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF- Print-Scan-Post Script-Hard Drive for Secure Print-Airprint 4,000,000 9/1/2020	New	New	New	New
382		4,000,000 06/16	4,000,000	ACV7017000479	95522240		
Black Vol:	251,221	A8KN011005375 /	251,221 Konica-Minolta Business Solutions				
			0				

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NHSAU 83 - Fremont Scho		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
14 Ellis School		Konica Minolta BH808 Black MFP A-3 11	Konica Minolta BH 750i 75 CPM ~	New	New	New	New
Teachers' Work Room		X 17 80 CPM RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print 400+ Lb Console	RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint				
382		1,104,706 (Trade)	4,000,000	9/1/2020			
Black Vol:	166,926	4,000,000 06/16	ACV7017000458	95522241			
		A8KN011005382 /	166,926 Konica-Minolta Business Solutions				
			0				
14 Ellis School		Konica Minolta BH808 Black MFP A-3 11	Konica Minolta BH 750i 75 CPM ~	New	New	New	New
Teachers' Work Room		X 17 80 CPM RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print 400+ Lb Console	RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint				
382		1,104,706 (Trade)	4,000,000	9/1/2020			
Black Vol:	166,926	4,000,000 06/16	ACV7017000458	95522241			
		A8KN011005382 /	166,926 Konica-Minolta Business Solutions				
			0				
Proposed Annual Volume for Ellis School			1,211,342		87,442		

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NHSAU 83 - Fremont Scho		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address		Projected Black Volume			
Annual Volume		Special Notes		Projected Color Volume			
15	Fremont Town Office Main Office	Konica Minolta BH368 Black MFP A-3 11 X 17 36 CPM RADF Duplex Four Drawer Finisher CIF-Print-Scan		Konica Minolta BH450i 45 CPM ~ RADE Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF- Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New
0		375,335	(Trade)	1,000,000	9/1/2020		
Black Vol:	89,284	750,000	08/15	AC76017500092	95522320		
		A9HJ011008801 /		89,284	Konica-Minolta Business Solutions		
				0			
15	Fremont Town Office Main Office	Konica Minolta BH368 Black MFP A-3 11 X 17 36 CPM RADF Duplex Four Drawer Finisher CIF-Print-Scan		Konica Minolta BH450i 45 CPM ~ RADE Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF- Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New
0		375,335	(Trade)	1,000,000	9/1/2020		
Black Vol:	89,284	750,000	08/15	AC76017500092	95522320		
		A9HJ011008801 /		89,284	Konica-Minolta Business Solutions		
				0			
Proposed Annual Volume for Fremont Town Office				178,568		0	

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NHS AU 83 - Fremont Scho		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
16 SAU 83 SAU Office		Konica Minolta BHC658 Color MFP A-3 11 X 17 65 CPM RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3 hole punch CIF- Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Konica Minolta BHC550i 55 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print- Airprint-OCR Module	New	New	New	New
0		587,925 (Trade)	3,000,000	2/1/2020			
Black Vol:	59,832	3,000,000 05/17	AA7P017703275	95522238			
Color Vol:	31,749	A79J013002677 /	59,832 Konica-Minolta Business Solutions	31,749			
16 SAU 83 SAU Office		Konica Minolta BHC658 Color MFP A-3 11 X 17 65 CPM RADF Duplex 4-Paper Drawer 11 X 17 Finisher 3 hole punch CIF- Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Konica Minolta BHC550i 55 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print- Airprint-OCR Module	New	New	New	New
0		587,925 (Trade)	3,000,000	2/1/2020			
Black Vol:	59,832	3,000,000 05/17	AA7P017703275	95522238			
Color Vol:	31,749	A79J013002677 /	59,832 Konica-Minolta Business Solutions	31,749			
17 SAU 83 SAU Office		Konica Minolta BH3301P Black Printer A- 4 35 CPM Duplex 300 Paper Supply Sort CIF-Print-Post Script-Airprint MICR Toner	HP LaserJet M406 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script- Airprint-MICR	New	New	New	New
0		9,653 (Trade)	1,000,000	2/1/2021			
Black Vol:	1,300	500,000 11/15	PHBBG51124				
		A63P015001701 /	1,300 Konica-Minolta Business Solutions	0			

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NHSAU 83 - Fremont Scho		Present Equipment	1st Year Equipment	2nd Year	3rd Year	4th Year	5th Year
BuildingName		Present Meter/Survey Date	Estimated Life	Date Introduced			
Room		Estimated Life	Date Introduced	Serial Number	Vendor ID	Proposed IP_Address:	
# Students		Serial Number / Present IP Address	Projected Black Volume				
Annual Volume		Special Notes	Projected Color Volume				
17 SAU 83		Konica Minolta BH3301P Black Printer A-	HP LaserJet M406 42 PPM ~ Duplex	New	New	New	New
SAU Office		4 35 CPM Duplex 300 Paper Supply Sort	Standard Paper Supply-Sort-Post Script-				
		CIF-Print-Post Script-Airprint MICR Toner	Airprint-MICR				
		9,653 (Trade)	1,000,000	2/1/2021			
0		500,000 11/15	PHBBG51124				
Black Vol:	1,300	A63P015001701 /	1,300 Konica-Minolta Business Solutions				
			0				
Proposed Annual Volume for SAU 83			122,264		63,498		

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NHSAU 83 - Fremont School District
432 Main Street
Fremont, NH 03044

	PRESENT	PROPOSED
Black Photocopiers	1,014,862	1,014,862
Black Photocopiers - Existing - Recon	0	0
High Production Black Photocopiers	0	0
Color Photocopiers - Black Volume	309,826	309,826
Color Photocopiers - Color Volume	150,940	150,940
Color Photocopiers - Existing - Recon	0	0
High Production Color Photocopiers	0	0
Black Network Printers	94,722	187,486
Black Laser MFP	92,764	0
Color Network Printers - Black Volume	0	0
Color Network Printers - Color Volume	0	0
Color Laser MFP - Black Volume	0	0
Color Laser MFP - Color Volume	0	0
Color Ink Jet Local Printers - Black Volume	0	0
Color Ink Jet Local Printers - Color Volume	0	0
Color Ink Jet MFP - Black Volume	0	0
Color Ink Jet MFP - Color Volume	0	0
<i>Total Black Volume</i>	1,512,174	1,512,174
<i>Total Color Volume</i>	150,940	150,940
TOTALS	1,663,114	1,663,114

Recommended Vendor(s): KMBS with Konica Minolta Copiers & Printers (Qualified Bid)

Upgrade Date on 7/1/2023

BLACK VOLUME

Vendor/Equipment	Proposed 100% Volume	Cost Per Copy	Proj Full-Year Billing
Konica-Minolta Business Solutions / Color MFP A-3 11 X 17	154,913	\$0.00350	\$542.20
Konica-Minolta Business Solutions / Black Printer A-4	1,300	\$0.07500	\$97.50
Konica-Minolta Business Solutions / Black Printer A-4	92,443	\$0.00688	\$636.01
Konica-Minolta Business Solutions / Black MFP A-3 11 X 17	507,431	\$0.00350	\$1,776.01
Sub Totals	756,087	\$0.00404	\$3,051.71

COLOR VOLUME

Vendor/Equipment	Proposed 100% Volume	Cost Per Copy	Proj Full-Year Billing
Konica-Minolta Business Solutions / Color MFP A-3 11 X 17	75,470	\$0.03330	\$2,513.15
Sub Totals	75,470	\$0.03330	\$2,513.15

NHSAU 83 - Fremont School District
2023-2024 / Reconciliation
Annual Billing Summary by Building

Black Prints

Building	Full Year Volume	Pre-Paid Volume	Reconciled Volume	Full Year Costs	Pre-Paid Costs	Reconciled Costs
Ellis School	826	0	826	\$3.87	\$0.00	\$3.87
Fremont Town Office	0	0	0	\$0.00	\$0.00	\$0.00
SAU 83	69	0	69	\$0.26	\$0.00	\$0.26
Black Prints Totals	895	0	895	\$4.14	\$0.00	\$4.14

Color Prints

Building	Full Year Volume	Pre-Paid Volume	Reconciled Volume	Full Year Costs	Pre-Paid Costs	Reconciled Costs
Ellis School	229	0	229	\$13.48	\$0.00	\$13.48
Fremont Town Office	0	0	0	\$0.00	\$0.00	\$0.00
SAU 83	121	0	121	\$7.12	\$0.00	\$7.12
Color Prints Totals	350	0	350	\$20.60	\$0.00	\$20.60

TOTALS:	1,245	0	1,245	\$24.74	\$0.00	\$24.74
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Average Cost Per Print For Black & Color: \$0.01987

* If there is a credit balance, it will be applied to next year's pre-billing, which should be forthcoming in July.



NHSAU 83 - Fremont School District
2023-2024 / July Pre-Bill
Summary by Building

Black Prints

Building	Projected Volume	Projected Charges	Pre-Billing Volume	Pre-Billing Charges
Ellis School	605,671	\$2,432.31	302,838	\$1,216.17
Fremont Town Office	89,284	\$312.49	44,642	\$156.25
SAU 83	61,132	\$306.91	30,566	\$153.46
Black Prints Totals	756,087	\$3,051.71	378,046	\$1,525.87

Color Prints

Building	Projected Volume	Projected Charges	Pre-Billing Volume	Pre-Billing Charges
Ellis School	43,721	\$1,455.91	21,861	\$727.97
Fremont Town Office	0	\$0.00	0	\$0.00
SAU 83	31,749	\$1,057.24	15,875	\$528.64
Color Prints Totals	75,470	\$2,513.15	37,736	\$1,256.61
Total Pre-Billing Invoice	831,557	\$5,564.86	415,782	\$2,782.48



SCHEDULE A SERVICE & SUPPLY CONTRACT - CLIENT

Client: Fremont School District
Contracted Vendor: Konica-Minolta Business Solutions
Term: 7/1/2023 through 6/30/2028

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Machine Type</i>	<i>Black Cost/Copy</i>	<i>COLOR Cost/Copy</i>
Ellis School	Main Office	Konica Minolta BHC550i	AA7P017702161	Color MFP A-3 11x17	\$0.00350	\$0.03330
Ellis School	Room 201 Speect/OT	Konica Minolta BH4000i	ACET011008988	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Room 209 Library	Konica Minolta BHC550i	AA7P017702167	Color MFP A-3 11x17	\$0.00350	\$0.03330
Ellis School	Room 307 Bancroft	Konica Minolta BH4000i	ACET011008977	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Room 411 Pipitone	Konica Minolta BH4000i	ACET011011819	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Room 413 Booth	Konica Minolta BH4000i	ACET011008986	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Room 420 Nurses' Office	Konica Minolta BH4000i	ACET011008921	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Room 423 Special Ed Office	Konica Minolta BH4000i	ACET011008990	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Room 501 Reading/Title 1	Konica Minolta BH4000i	ACET011008982	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Room 502 Facilities Office	Konica Minolta BH4000i	ACET011011831	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Room 511 Case Managers	Konica Minolta BH4000i	ACET011008969	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Room 602 Case Managers	Konica Minolta BH4000i	ACET011008987	Black Printer A-4	\$0.00688	\$0.00000
Ellis School	Teachers' Work Room	Konica Minolta BH 750i	ACV7017000458	Black MFP A-3 11x17	\$0.00350	\$0.00000
Ellis School	Teachers' Work Room	Konica Minolta BH 750i	ACV7017000479	Black MFP A-3 11x17	\$0.00350	\$0.00000

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Machine Type</i>	<i>Black Cost/Copy</i>	<i>COLOR Cost/Copy</i>
Fremont Town Office	Main Office	Konica Minolta BH450i	AC76017500092	Black MFP A-3 11x17	\$0.00350	\$0.00000
SAU 83	SAU Office	Konica Minolta BHC550i	AA7P017703275	Color MFP A-3 11x17	\$0.00350	\$0.03330
SAU 83	SAU Office	HP LaserJet M406	PHBBG51124	Black Printer A-4	\$0.07500	\$0.00000

Subject to change and correction and future additions.

Additional Provisions:



SERVICE AND SUPPLY CONTRACT - CLIENT

M.S.T hereby contracts with Fremont School District ("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 July 1, 2023 and terminating on June 30, 2028. 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.

M.S.T. assumes responsibility for all billing and vendor payment. M.S.T. 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 M.S.T. 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, M.S.T. 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, M.S.T. 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, M.S.T., at its option, may increase such costs per print under this Service and Supply Contract by 8% 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 or M.S.T. 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:
M.S.T. Government Leasing, LLC

By: Skip Tilton

Title: President/Owner

Date: 6/20/2023

Signature:

Named Contracted Vendor: **Konica-Minolta Business Solutions**

25 Pelham Road
Salem, NH 03079
7814788692

AGREED AND ACCEPTED BY:
Fremont School District

By: Ellen Halliday

Title: Superintendent

Date:

6/28/23

Signature:



SCHEDULE B WARRANTY

Client: Fremont School District
Contracted Vendor: Konica-Minolta Business Solutions
Term: 7/1/2023 through 6/30/2028

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Warranty Life</i>	<i>Model Intro Date</i>
Ellis School	Main Office	Konica Minolta BHC550i	AA7P017702161	3,000,000	2/1/2020
Ellis School	Room 201 Speech/OT	Konica Minolta BH4000i	ACET011008988	1,000,000	6/1/2019
Ellis School	Room 209 Library	Konica Minolta BHC550i	AA7P017702167	3,000,000	2/1/2020
Ellis School	Room 307 Bancroft	Konica Minolta BH4000i	ACET011008977	1,000,000	6/1/2019
Ellis School	Room 411 Pipitone	Konica Minolta BH4000i	ACET011011819	1,000,000	6/1/2019
Ellis School	Room 413 Booth	Konica Minolta BH4000i	ACET011008986	1,000,000	6/1/2019
Ellis School	Room 420 Nurses' Office	Konica Minolta BH4000i	ACET011008921	1,000,000	6/1/2019
Ellis School	Room 423 Special Ed Office	Konica Minolta BH4000i	ACET011008990	1,000,000	6/1/2019
Ellis School	Room 501 Reading/Title 1	Konica Minolta BH4000i	ACET011008982	1,000,000	6/1/2019
Ellis School	Room 502 Facilities Office	Konica Minolta BH4000i	ACET011011831	1,000,000	6/1/2019
Ellis School	Room 511 Case Managers	Konica Minolta BH4000i	ACET011008969	1,000,000	6/1/2019
Ellis School	Room 602 Case Managers	Konica Minolta BH4000i	ACET011008987	1,000,000	6/1/2019
Ellis School	Teachers' Work Room	Konica Minolta BH 750i	ACV7017000458	4,000,000	9/1/2020
Ellis School	Teachers' Work Room	Konica Minolta BH 750i	ACV7017000479	4,000,000	9/1/2020

<i>Building</i>	<i>Room</i>	<i>Model</i>	<i>Serial Number</i>	<i>Warranty Life</i>	<i>Model Intro Date</i>
Fremont Town Office	Main Office	Konica Minolta BH450i	AC76017500092	1,000,000	9/1/2020
SAU 83	SAU Office	Konica Minolta BHC550i	AA7P017703275	3,000,000	2/1/2020
SAU 83	SAU Office	HP LaserJet M406	PHBBG51124	1,000,000	2/1/2021

Subject to change and correction and future additions.

Additional Provisions:

If it is deemed necessary to replace a malfunctioning machine then the replacement unit must comply with the following...

- Same Speed or Faster
- Same Volume or less
- Same Introduction Date or Newer



SERVICE AND SUPPLY CONTRACT

Konica-Minolta Business Solutions ("Contracted Vendor") hereby contracts with M.S.T. to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") for Fremont School District ("Client") at a cost per print shown on said Schedule A, commencing on July 1, 2023 and terminating on June 30, 2028. 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.

M.S.T. assumes responsibility for all billing and vendor payment. M.S.T. shall provide a Purchase Order to Contracted Vendor in the amount of 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 M.S.T. either electronically or from Client or Contracted Vendor staff during the month of June. A final Reconciliation spreadsheet and Purchase Order will then be completed and sent to Contracted Vendor for invoicing. Upon payment by Client of each billing invoice from M.S.T. during the year, M.S.T. will reimburse Contracted Vendor appropriately against M.S.T.'s Purchase Order and Contracted Vendor's invoice. Vendor invoice must reference M.S.T.'s Purchase Order for timely payment. In the event Client is delinquent more than 45 days in payment to M.S.T., thus delaying M.S.T.'s payment to Contracted Vendor, M.S.T. reserves the right to request suspension of service and/or supplies by Contracted Vendor to Client.

On July 1 of each calendar year during the afore-mentioned term, M.S.T. shall request credit from Contracted Vendor any cost of this Contract prepaid by M.S.T. and unused by 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.

On July 1 of each calendar year during the term of this Contract, M.S.T., at its option, may increase such costs per print under this Contract by 8% 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 and M.S.T. is given the right to terminate Contract at any time for any reason with a 30-day written notice, which M.S.T. will forward to Contracted Vendor. After final meter reads are collected, a final Purchase Order and Reconciliation Spreadsheet will be sent to Contracted Vendor for invoicing. Any credits owed to M.S.T. or Contracted Vendor after reconciling actual usage versus projected will be invoiced for payment to MST or Contracted Vendor.

AGREED AND ACCEPTED BY:
M.S.T. Government Leasing, LLC

By: Skip Tilton

Title: President

Date: 6/20/2023

Signature: _____

Named Contracted Client: **NHSAU 83 - Fremont School District**
432 Main Street
Fremont, NH 03044

AGREED AND ACCEPTED BY:
Konica-Minolta Business Solutions

By: Jason Dexter

Title: Area Vice President

Date: 9/12/2023

Signature: _____

DocuSigned by:

297F023B895C4B1...

Motion 1:

I hereby move that the Board approve the proposed tax-exempt lease with M.S.T. Government Leasing, LLC, for the purposes of leasing, refinancing, and funding photocopy equipment leases including consultant fees, and related costs of issuances of such leases in an amount not to exceed Forty-Five Thousand Nine-Hundred Sixty-Eight dollars and Sixty-Three cents (\$45,968.63) and an interest rate of 5.24% per year through August 1, 2028.

Motion 2:

I hereby move that the Board authorizes the Superintendent to execute and deliver the tax-exempt lease with M.S.T. Consulting on such terms and conditions discussed and provided to the Board and to execute and deliver any such documents required to execute the contract with Specialized Purchasing Consultants, Inc.

M.S.T. Government Leasing, LLC

1491 East Side River Road
Dummer, NH 03588

Invoice

Date	Invoice #
6/22/2023	8385

Bill To	Client
SAU 83 5 Hall Road, Unit 1 Fremont, NH 03044	Install Scheduled for 7/20-21

Due Date

7/22/2023

Quantity	Description	Rate	Amount
	Reprographic Equipment: Installation scheduled for July 20-21 11Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint 2Konica Minolta BH 750i 75 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint 1Konica Minolta BHC550i 55 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint 2Konica Minolta BHC550i 55 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint-OCR Module 1Konica Minolta BH450i 45 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint	45,968.63	45,968.63

Phone #	E-mail	Web Site
800-750-1538	billing@spccopypro.com	www.spccopypro.com

Total \$45,968.63

Payments/Credits -\$45,968.63

Balance Due \$0.00

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