



*Specialized Purchasing Consultants*

1491 East Side River Road  
Dummer, NH 03588  
(800) 750-1538  
[www.spccopypro.com](http://www.spccopypro.com)

## FY23 Upgrade Report

Kelly Wessells  
Sunapee School  
District 70 Lower Main  
Street Sunapee, NH  
03782

# 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](mailto:stilton@spccopypro.com)

October 2, 2023

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Kelly Wessells  
SAU 85 Sunapee School District  
70 Main Street  
Sunapee, NH 03782

Dear Kelly:

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 five 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.

Sincerely,



Skip Tilton  
President of SPC

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# Specialized Purchasing Consultants, Corp.

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## CONTRACT

THIS CONTRACT (the "Contract") is made this 2 day of November, 2022 by and between Specialized Purchasing Consultants ("Contractor" or "SPC") and NHSAU 85 - Sunapee ("Client"). For and in consideration of the mutual covenants and performance set forth herein, Contractor and Client agree as follows:

Skip Tilton  
President

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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.



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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:
- SPC's Print Management Services (See Addendum A)
  - Shipping or storage under Paragraph 3(h) hereof;
  - Network Drops
  - Specialized reprographic surge protectors
  - Electrical rewiring found to be necessary to integrate reprographic equipment provided hereunder to Client's existing electronic data processing network
  - 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 to 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 85 - Sunapee

Signature

X

Authorized by (please print)

Russell Holden

Title

Superintendent

Address 1

70 Lower Main Street

City, State, Zip

Sunapee, NH 03782

Telephone Number

(603) 763-4627

Fax Number

E-mail address

[rholden@sunapeeschools.org](mailto:rholden@sunapeeschools.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 7/1/2023

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: 5	3) Copiers with 3M+ Copies: 5
4) Units to be Traded: 38 New	4) Units to be Replaced: 30 New
5) Photocopiers: 5 (1 additional Wide Format Device)	5) Photocopiers: 5 (1 additional Wide Format Device)
6) Color Photocopiers: 3	6) Color Photocopiers: 3
7) Multi-Function Printers (MFPs): 1	7) Multi-Function Printers (MFPs): 1
8) Printers: 33	8) Printers: 25
9) Duplexers: 9	9) Duplexers: 31
10) Finishers: 5	10) Finishers: 5
Total number of Units: 39	Total number of Units: 31 (Closing out 8 units)

Overall Description of Equipment Fleet

Currently, you are doing 2,304 mono pages per student and 344 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 three (3) manufacturers with 12 distinct models. The new arrangement will stay with one (1) manufacturer with one (1) vendor servicing everything with as few distinct models as possible (excluding the wide format). Current Print Management Software is slow in releasing jobs.



## Capital

Cash Price for all 30 machines and Papercut MF: ~\$83,000.00

## Service & Supplies

With all consumable cost centers combined—including service—you are averaging a Cost per Copy (CPC) of \$0.006814 for black and \$0.041175 for color. The new contract will come in at a CPC of \$0.004053 for black and \$0.033872 for color. These figures are an average of both printers and copiers.

## Vendor Packages

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

Cost Center	Present*	KMBS*
1. Service & Supplies Color*:	\$6,577.10	\$5,410.57
2. Service & Supplies Black*:	\$6,432.00	\$3,859.79
3. Straight Line Depreciation \$49,664.70:	\$9,932.94 (5 Devices)	\$16,600.00 (30 Devices)
4. Forced Upgrades (28 Owned Devices):	\$6,100.00	\$00.00
Totals:	\$29,042.03	\$25,870.36

\*These numbers are based on 1,103,680 copies per year and will fluctuate based on usage.

Cost Savings – Annual: 3,171.67, Five Year: \$15,858.35 Including SPC's Compensation.

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. Estimated Papercut MF is included in the above pricing.

## Security package

Hard Drive Wipes are included in these prices.



## NHSAU 85 - Sunapee

Kelly Wessells

70 Lower Main Street

Sunapee

### Five-Year Equipment Replacement Schedule

NHSAU 85 - Sunapee	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 Sunapee District Office 1st Floor Work Room	HP Laser Jet 4250 Black Printer A-4 45 CPM Sort-CIF-Print-Post Script 119,488 (Trade) 1,000,000 01/04 CNRXX39605 /	Close Out Due to Combining and/or Low Volumes		Close Out	Close Out	Close Out
0						
Black Vol: 6,321			0 0			
2 Sunapee District Office Finance Office	HP Laser Jet 4250 Black Printer A-4 45 CPM Sort-CIF-Print-Post Script 205,377 (Trade) 1,000,000 01/04 CNRXS62048 /	Konica Minolta BH5000i 52 CPM~ Duplex 2nd Paper Drawer-Post Script- Hard Drive for Secure Print-Airprint 1,000,000 10/1/2019 ACF1011005132 95522319 17,492 Konica-Minolta Business Solutions 0	New	New	New	New
0						
Black Vol: 11,171						

**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 85 - Sunapee	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 Sunapee District Office Office	Konica Minolta BHC558 Color MFP A-3 11 X 17 55 CPM RADF Duplex LCT-Paper 11 X 17 Internal Finisher 3-Hole Punch NIC-WirelessNIC-Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Konica Minolta BHC550i 55 CPM~RADF Duplex LCT-Paper 11 X 17 Internal Finisher 3-Hole Punch-Scan-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
0	309,291 (Trade)	3,000,000 2/1/2020				
Black Vol: 46,499	3,000,000 02/17	AA7P017700575 95522228				
Color Vol: 15,021	A79K011016198 /	46,499 Konica-Minolta Business Solutions				
		15,021				
4 Sunapee District Office SPED	Konica Minolta BH4000P Black Printer A-4 42 CPM Sort-CIF-Print-Post Script	Konica Minolta BH5000i 52 CPM~Duplex 2nd Paper Drawer-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
0	293,487 (Trade)	1,000,000 10/1/2019				
Black Vol: 29,713	1,000,000 04/13	ACF1011005150 95523218				
	A63R011004713 /	26,041 Konica-Minolta Business Solutions				
		0				
Proposed Annual Volume for Sunapee District Office		90,032		15,021		

**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 85 - Sunapee		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	Sunapee Elementary 2nd Floor	Konica Minolta BH958 Black MFP A-3 11 X 17 95 CPM RADF Duplex (LCT if under 1,500 Capacity) 100 Sheet Finisher 3-Hole Punch CIF-WirelessNIC-Print-Scan-Post Script-Hard Drive for Secure Print 400+ Lb Console	Konica Minolta BH850i 85 CPM ~ RADF 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	New
159		615,115 (Trade)	4,000,000	5/1/2023			
Black Vol:	132,344	5,000,000 06/16	ACVW015000374	95522391			
		A796011001526 /	132,344	Konica-Minolta Business Solutions			
			0				
6	Sunapee Elementary 1st Floor	Konica Minolta BHC759 Color MFP A-3 11 X 17 75 CPM RADF Duplex LCT-Paper 11 X 17 100 Sheet Finisher 3-Hole Punch NIC-WirelessNIC-Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Konica Minolta BHC750i 75 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
159		768,219 (Trade)	4,000,000	2/1/2020			
Black Vol:	129,491	4,000,000 05/17	ACKN017000438	95522304			
Color Vol:	49,505	A8JE011001193 /	129,491	Konica-Minolta Business Solutions			
			50,505				
7	Sunapee Elementary 2nd Floor	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex 2nd Paper Drawer-Sort-Post Script-Airprint	New	New	New	New
159		42,753 (Trade)	1,000,000	6/1/2019			
Black Vol:	8,972	750,000 04/13	ACET011012398	95522326			
		A63P011000677 /	8,972	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;

NHSAU 85 - Sunapee	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 Sunapee Elementary 3rd Floor Hallway - STORAGE	HP Laser Jet Pro M401dw Black Printer A- 4 35 CPM Duplex Standard Paper Supply Sort-CIF-Print-Post Script  (Trade)	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
159	750,000 01/13					
Black Vol: 0	PHGGD00371 /	0 0				
9 Sunapee Elementary Conference Room Storage Hotswap	Konica Minolta BH3300P Black Printer A- 4 35 CPM Sort-CIF-Print-Post Script  (Trade)	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort- Post Script-Airprint	New	New	New	New
159	18,622 750,000 04/13	1,000,000 6/1/2019				
Black Vol: 366	A63P011000667 /	ACET011007646 95523208 366 Konica-Minolta Business Solutions 0				
10 Sunapee Elementary Library	Konica Minolta BH3300P Black Printer A- 4 35 CPM Sort-CIF-Print-Post Script  (Trade)	Konica Minolta BH5000i 52 CPM~ Duplex 2nd Paper Drawer-Post Script- Hard Drive for Secure Print-Airprint	New	New	New	New
159	28,121 750,000 04/13	1,000,000 10/1/2019				
Black Vol: 0	A63P011000910 /	ACF1011004855 95522322 0 Konica-Minolta Business Solutions 0				

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NHSAU 85 - Sunapee	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				
<hr/>						
11 Sunapee Elementary Literacy Lab	Konica Minolta BH3300P Black Printer A- 4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH5000i 52 CPM~ Duplex 2nd Paper Drawer-Post Script- Hard Drive for Secure Print-Airprint	New	New	New	New
159	50,584 (Trade)	1,000,000 10/1/2019				
Black Vol: 14,456	750,000 04/13	ACF1011005147 95522310				
	A63P011000882 /	14,456 Konica-Minolta Business Solutions				
		0				
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12 Sunapee Elementary Main Office	Konica Minolta BHC3100P Color Printer A- 4 32 CPM Sort-CIF-Print-Post Script	Konica Minolta BHC3300i 35 PPM ~ Duplex Sort 250 Paper Supply-Post Script-Airprint	New	New	New	New
159	9,925 (Trade)	750,000 4/1/2019				
Black Vol: 1,000	750,000 06/14	AAJT011204499 95522317				
Color Vol: 1,000	A6DR012104786 /	1,000 Konica-Minolta Business Solutions				
		1,000				
<hr/>						
13 Sunapee Elementary Main Office Hotswap	Konica Minolta BH3300P Black Printer A- 4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort- Post Script-Airprint	New	New	New	New
159	29,419 (Trade)	1,000,000 6/1/2019				
Black Vol: 2,862	750,000 04/13	ACET011011833 95522299				
	A63P011000781 /	2,862 Konica-Minolta Business Solutions				
		0				
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NHSAU 85 - Sunapee	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 Sunapee Elementary Portable	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint	New	New	New	New
159	68,510 (Trade)	1,000,000 6/1/2019				
Black Vol: 0	750,000 04/13	ACET011011832 95522306				
	A63P011000900 /	2,111 Konica-Minolta Business Solutions				
		0				
15 Sunapee Elementary Hot Swap	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint	New	New	New	New
159	77,201 (Trade)	1,000,000 6/1/2019				
Black Vol: 2,111	750,000 04/13	ACET011011828 95522305				
	A63P011000927 /	0 Konica-Minolta Business Solutions				
		0				
Proposed Annual Volume for Sunapee Elementary		291,602		50,505		
16 Sunapee Middle/High Conference Room	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint	New	New	New	New
214	53,039 (Trade)	1,000,000 6/1/2019				
Black Vol: 250	750,000 04/13	ACET011012400 95522297				
	A63P011000944 /	250 Konica-Minolta Business Solutions				
		0				

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NHS AU 85 - Sunapee		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				
<hr/>							
17	Sunapee Middle/High Copy Room	Konica Minolta BHC759 Color MFP A-3 11 X 17 75 CPM RADF Duplex LCT-Paper 11 X 17 100 Sheet Finisher 3-Hole Punch NIC-WirelessNIC-Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Konica Minolta BHC750i 75 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
214		1,105,374 (Trade)	4,000,000	2/1/2020			
Black Vol:	228,985	4,000,000 05/17	ACKN017000677	95522251			
Color Vol:	90,229	A8JE011001929 /	228,985 Konica-Minolta Business Solutions				
			90,229				
<hr/>							
18	Sunapee Middle/High Copy Room	Konica Minolta BH4000P Black Printer A-4 42 CPM Sort-CIF-Print-Post Script	Konica Minolta BH5000i 52 CPM~ Duplex 2nd Paper Drawer-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
214		194,164 (Trade)	1,000,000	10/1/2019			
Black Vol:	20,193	1,000,000 04/13	ACF1011005146	95522296			
		A63R011004681 /	20,193 Konica-Minolta Business Solutions				
			0				
<hr/>							
19	Sunapee Middle/High Copy Room - Wide Format	Ricoh MPCW2201SP Color Ink Jet Printer CPM Wide Format	Ricoh MPCW2201SP - CPM Wide Format	Ricoh 2201	Ricoh 2201	Ricoh 2201	Ricoh 2201
214		642 (Keep In Place)	500,000	8/1/2016			
Black Vol:	0	500,000 08/16	G931M910020				
Color Vol:	0	G931M910020 /	0 Konica-Minolta Business Solutions				
			0				
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NHSAU 85 - Sunapee	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				
<hr/>						
20 Sunapee Middle/High Hot Swap	Konica Minolta BH4000P Black Printer A-4 42 CPM Sort-CIF-Print-Post Script	Konica Minolta BHC3300i 35 PPM ~ Duplex Sort 250 Paper Supply-Post Script-Airprint	New	New	New	New
214	74,613 (Trade)	750,000 4/1/2019				
Black Vol:	1,000,000 04/13	AAJT011204340 95522284				
250	A63R011004639 /	250 Konica-Minolta Business Solutions				
		500				
<hr/>						
21 Sunapee Middle/High Hot Swap	Konica Minolta BH4000P Black Printer A-4 42 CPM Sort-CIF-Print-Post Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
214	81,301 (Trade)					
Black Vol:	1,000,000 04/13					
0	A63R011004715 /	0				
		0				
<hr/>						
22 Sunapee Middle/High Hot Swap	HP Laser Jet M608 Black Printer A-4 65 CPM Sort-CIF-Print-Post Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
214	20,525 (Trade)					
Black Vol:	4,000,000 05/17					
0	CNBCK7D26J /	0				
		0				
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NHSAU 85 - Sunapee	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				
<hr/>						
23 Sunapee Middle/High Hot Swap	Konica Minolta BH4000P Black Printer A- 4 42 CPM Sort-CIF-Print-Post Script	Konica Minolta BH5000i 52 CPM~ Duplex 2nd Paper Drawer-Post Script- Hard Drive for Secure Print-Airprint	New	New	New	New
214	94,869 (Trade)	1,000,000 10/1/2019				
Black Vol: 0	1,000,000 04/13	ACF1011005139 95522301				
	A63R011004718 /	0 Konica-Minolta Business Solutions				
		0				
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24 Sunapee Middle/High Kitchen Office	Konica Minolta BH3300P Black Printer A- 4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort- Post Script-Airprint	New	New	New	New
214	41,079 (Trade)	1,000,000 6/1/2019				
Black Vol: 4,263	750,000 04/13	ACET011012653 95522302				
	A63P011000695 /	4,263 Konica-Minolta Business Solutions				
		0				
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25 Sunapee Middle/High Media Center	Konica Minolta BH3300P Black Printer A- 4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort- Post Script-Airprint	New	New	New	New
214	43,754 (Trade)	1,000,000 6/1/2019				
Black Vol: 1,335	750,000 04/13	ACET011012399 95522292				
	A63P011000670 /	1,335 Konica-Minolta Business Solutions				
		0				
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Upgrade Report page 15

NHS AU 85 - Sunapee		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				
<hr/>							
26	Sunapee Middle/High Main Office	Konica Minolta MC 3730 Color Printer A-4 25 CPM Sort-CIF-Print-Post Script	Konica Minolta BHC3300i 35 PPM ~ Duplex Sort 250 Paper Supply-Post Script-Airprint		New	New	New
214		45,586 (Trade)	750,000	4/1/2019			
Black Vol:	1,066	A0VD017300304 /	AAJT011204514	95522285			
Color Vol:	2,981		1,066	Konica-Minolta Business Solutions			
			2,981				
<hr/>							
27	Sunapee Middle/High Main Office	HP Laser Jet M608 Black Printer A-4 65 CPM Duplex Standard Paper Supply Sort-CIF-Print-Post Script	Konica Minolta BH5000i 52 CPM~ Duplex 2nd Paper Drawer-Post Script-Hard Drive for Secure Print-Airprint		New	New	New
214		87,956 (Trade)	1,000,000	10/1/2019			
Black Vol:	16,038	CNBACK7D26K /	ACF1011005148	95522294			
			16,038	Konica-Minolta Business Solutions			
			0				
<hr/>							
28	Sunapee Middle/High Media Center	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Close Out Due to Combining and/or Low Volumes		Close Out	Close Out	Close Out
214		12,478 (Trade)	750,000	04/13			
Black Vol:	0	A63P011000681 /	0				
			0				
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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

NHSAU 85 - Sunapee	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				
29 Sunapee Middle/High Net Closet	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
214	37,502 (Trade)					
Black Vol: 652	750,000 04/13					
	A63P011000679 /	0				
		0				
30 Sunapee Middle/High NS / Closet	Konica Minolta BH4000P Black Printer A-4 42 CPM Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex 2nd Paper Drawer-Sort-Post Script-Airprint	New	New	New	New
214	53,111 (Trade)					
Black Vol: 5,387	1,000,000 04/13	1,000,000 6/1/2019				
	A63R011004725 /	ACET011012401 95522289				
		5,387 Konica-Minolta Business Solutions				
		0				
31 Sunapee Middle/High Room C1 Lab hall	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH5000i 52 CPM~ Duplex 2nd Paper Drawer-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
214	52,076 (Trade)					
Black Vol: 14,439	750,000 04/13	1,000,000 10/1/2019				
	A63P011000779 /	ACF1011005145 95522293				
		14,439 Konica-Minolta Business Solutions				
		0				

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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

NHSAU 85 - Sunapee	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				
32 Sunapee Middle/High Room C-3 HSRR	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint	New	New	New	New
214	73,614 (Trade)	1,000,000 6/1/2019				
Black Vol: 4,886	A63P011000014 (A63P011000907) /	ACET011012402 95522286				
		4,886 Konica-Minolta Business Solutions				
		0				
33 Sunapee Middle/High Room M-1 Hall	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BHC3300i 35 PPM ~ Duplex Sort 250 Paper Supply-Post Script-Airprint	New	New	New	New
214	33,027 (Trade)	750,000 4/1/2019				
Black Vol: 250	A63P011000913 /	AAJT011204345 95522288				
		250 Konica-Minolta Business Solutions				
		500				
34 Sunapee Middle/High Room M-2	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Close Out Due to Combining and/or Low Volumes	Close Out	Close Out	Close Out	Close Out
214	77,808 (Trade)					
Black Vol: 4,686	A63P011000943 /					
		0				
		0				

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NHS AU 85 - Sunapee		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				
<hr/>							
35	Sunapee Middle/High Room M-3 Hall	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Konica Minolta BH5000i 52 CPM~ Duplex 2nd Paper Drawer-Post Script-Hard Drive for Secure Print-Airprint	New	New	New	New
214		101,422 (Trade)	1,000,000	10/1/2019			
Black Vol:	13,191	750,000 04/13	ACF1011005149	95522291			
		A63P011000902 /	18,757	Konica-Minolta Business Solutions			
			0				
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36	Sunapee Middle/High Hotswap	HP Laser Jet Pro M401dw Black Printer A-4 35 CPM Duplex Standard Paper Supply Sort-CIF-Print-Post Script	Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint	New	New	New	New
214		3,546 (Trade)	1,000,000	6/1/2019			
Black Vol:	0	750,000 01/13	ACET011012644	95522290			
		PHGGC04812 /	0	Konica-Minolta Business Solutions			
			0				
<hr/>							
37	Sunapee Middle/High Teachers' Room	Konica Minolta BH958 Black MFP A-3 11 X 17 95 CPM RADF Duplex (LCT if under 1,500 Capacity) 100 Sheet Finisher 3-Hole Punch CIF-WirelessNIC-Print-Scan-Post Script-Hard Drive for Secure Print 400+ Lb Console	Konica Minolta BH850i 85 CPM ~ RADF 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	New
214		1,461,073 (Trade)	4,000,000	5/1/2023			
Black Vol:	241,887	5,000,000 06/16	ACVW015000423	95522281			
		A796011001524 /	241,887	Konica-Minolta Business Solutions			
			0				
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C/O = Close Out; CPM = Copies per Minute; N/C = No Charge Exchange;

NHSAU 85 - Sunapee	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				
38 Sunapee Middle/High Tech Director's Office	Konica Minolta BH3300P Black Printer A-4 35 CPM Sort-CIF-Print-Post Script	Close Out Due to Combining and/or Low Volumes		Close Out	Close Out	Close Out
214	17,500 (Trade)					
Black Vol:	750,000 04/13					
	A63P011000791 /	0				
		0				
39 Sunapee Middle/High Transportation Office	Konica Minolta BH4422 Black Laser MFP A-4 8 1/2 X14 42 CPM RADF Duplex 2-Paper Drawer Sort CIF-Print-Scan-Fax-Post Script-Hard Drive for Secure Print	Konica Minolta BH4020i 42 CPM~ RADF Duplex 500 Sheets Max paper 8 1/2 X 14 Sort Scan-Fax-Post Script-Airprint	New	New	New	New
214	(Trade)					
Black Vol:	1,000,000 08/18	1,000,000 7/1/2020				
	AAFM011001934 /	ACER011005334 95522295				
		3,672 Konica-Minolta Business Solutions				
		0				
Proposed Annual Volume for Sunapee Middle/High		561,658		94,210		

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**NHSAU 85 - Sunapee**  
**70 Lower Main Street**  
**Sunapee**

	<b>PRESENT</b>	<b>PROPOSED</b>
<b>Black Photocopiers</b>	374,231	374,231
<b>Black Photocopiers - Existing - Recon</b>	0	0
<b>High Production Black Photocopiers</b>	0	0
<b>Color Photocopiers - Black Volume</b>	404,975	404,975
<b>Color Photocopiers - Color Volume</b>	154,755	155,755
<b>Color Photocopiers - Existing - Recon</b>	0	0
<b>High Production Color Photocopiers</b>	0	0
<b>Black Network Printers</b>	162,672	157,848
<b>Black Laser MFP</b>	0	3,672
<b>Color Network Printers - Black Volume</b>	2,066	2,566
<b>Color Network Printers - Color Volume</b>	3,981	4,981
<b>Color Laser MFP - Black Volume</b>	0	0
<b>Color Laser MFP - Color Volume</b>	0	0
<b>Color Ink Jet Local Printers - Black Volume</b>	0	0
<b>Color Ink Jet Local Printers - Color Volume</b>	0	0
<b>Color Ink Jet MFP - Black Volume</b>	0	0
<b>Color Ink Jet MFP - Color Volume</b>	0	0
<i><b>Total Black Volume</b></i>	<b>943,944</b>	<b>943,292</b>
<i><b>Total Color Volume</b></i>	<b>159,736</b>	<b>160,736</b>
<b>TOTALS</b>	<b>1,103,680</b>	<b>1,104,028</b>

**Recommended Vendor(s): KMBS with Konica Minolta Copiers & Printers (Most 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 Printer A-4	2,566	\$0.00613	\$15.73
Konica-Minolta Business Solutions / Color MFP A-3 11 X 17	404,975	\$0.00350	\$1,417.41
Konica-Minolta Business Solutions / Color Ink Jet Printer	0	\$0.00000	\$0.00
Konica-Minolta Business Solutions / Black Printer A-4	157,848	\$0.00688	\$1,085.99
Konica-Minolta Business Solutions / Black MFP A-3 11 X 17	374,231	\$0.00350	\$1,309.81
Konica-Minolta Business Solutions / Black Laser MFP A-4 8 1/2 X14	3,672	\$0.00688	\$25.26
<b>Sub Totals</b>	<b>943,292</b>	<b>\$0.00409</b>	<b>\$3,854.21</b>

**COLOR VOLUME**

Vendor/Equipment	Proposed 100% Volume	Cost Per Copy	Proj Full-Year Billing
Konica-Minolta Business Solutions / Color Ink Jet Printer	0	\$0.00000	\$0.00
Konica-Minolta Business Solutions / Color MFP A-3 11 X 17	155,755	\$0.03330	\$5,186.64
Konica-Minolta Business Solutions / Color Printer A-4	4,981	\$0.05625	\$280.18
<b>Sub Totals</b>	<b>160,736</b>	<b>\$0.03401</b>	<b>\$5,466.82</b>

**NHSAU 85 - Sunapee**  
**2022-2023 / 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
Sunapee District Office	125,827	93,708	32,119	\$2,437.02	\$1,887.68	\$549.34
Sunapee Elementary	235,380	290,604	(55,224)	\$982.26	\$1,304.88	(\$322.62)
Sunapee Middle/High	589,732	558,254	31,478	\$3,140.52	\$3,003.80	\$136.72
<b>Black Prints Totals</b>	<b>950,939</b>	<b>942,566</b>	<b>8,373</b>	<b>\$6,559.80</b>	<b>\$6,196.36</b>	<b>\$363.44</b>

**Color Prints**

Building	Full Year Volume	Pre-Paid Volume	Reconciled Volume	Full Year Costs	Pre-Paid Costs	Reconciled Costs
Sunapee District Office	10,146	15,022	(4,876)	\$391.43	\$579.55	(\$188.12)
Sunapee Elementary	64,544	49,506	15,038	\$2,504.64	\$1,909.94	\$594.70
Sunapee Middle/High	70,928	94,574	(23,646)	\$2,905.74	\$3,809.68	(\$903.94)
<b>Color Prints Totals</b>	<b>145,618</b>	<b>159,102</b>	<b>(13,484)</b>	<b>\$5,801.82</b>	<b>\$6,299.17</b>	<b>(\$497.35)</b>

<b>TOTALS:</b>	<b>1,096,557</b>	<b>1,101,668</b>	<b>(5,111)</b>	<b>\$12,361.62</b>	<b>\$12,495.53</b>	<b>(\$133.91)</b>
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<b>Average Cost Per Print For Black &amp; Color:</b>	<b>\$0.01127</b>
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\* If there is a credit balance, it will be applied to next year's pre-billing, which should be forthcoming in July.



**NHSAU 85 - Sunapee  
2023-2024 / July Pre-Bill  
Summary by Building**

**Black Prints**

<b>Building</b>	<b>Projected Volume</b>	<b>Projected Charges</b>	<b>Pre-Billing Volume</b>	<b>Pre-Billing Charges</b>
Sunapee District Office	90,032	\$462.25	45,017	\$231.13
Sunapee Elementary	291,602	\$1,120.46	145,802	\$560.23
Sunapee Middle/High	561,658	\$2,271.47	280,833	\$1,135.76
<b>Black Prints Totals</b>	<b>943,292</b>	<b>\$3,854.18</b>	<b>471,652</b>	<b>\$1,927.13</b>

<b>Building</b>	<b>Projected Volume</b>	<b>Projected Charges</b>	<b>Pre-Billing Volume</b>	<b>Pre-Billing Charges</b>
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**Color Prints**

Sunapee District Office	15,021	\$500.20	7,511	\$250.12
Sunapee Elementary	51,505	\$1,738.07	25,753	\$869.05
Sunapee Middle/High	94,210	\$3,228.56	47,106	\$1,614.32
<b>Color Prints Totals</b>	<b>160,736</b>	<b>\$5,466.82</b>	<b>80,370</b>	<b>\$2,733.49</b>

<b>Total Pre-Billing Invoice</b>	<b>1,104,028</b>	<b>\$9,321.01</b>	<b>552,022</b>	<b>\$4,660.62</b>
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## SCHEDULE A SERVICE & SUPPLY CONTRACT - CLIENT

**Client: Sunapee 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>
Sunapee District Office	Finance Office	Konica Minolta BH5000i	ACF1011005132	Black Printer A-4	\$0.00688	\$0.00000
Sunapee District Office	Office	Konica Minolta BHC550i	AA7P017700575	Color MFP A-3 11 X 17	\$0.00350	\$0.03330
Sunapee District Office	SPED	Konica Minolta BH5000i	ACF1011005150	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Elementary	1st Floor	Konica Minolta BHC750i	ACKN017000438	Color MFP A-3 11 X 17	\$0.00350	\$0.03330
Sunapee Elementary	2nd Floor	Konica Minolta BH4000i	ACET011012398	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Elementary	2nd Floor	Konica Minolta BH 850i	ACVW015000374	Black MFP A-3 11 X 17	\$0.00350	\$0.00000
Sunapee Elementary	Conference Room Storage Hotswap	Konica Minolta BH4000i	ACET011007646	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Elementary	Hot Swap	Konica Minolta BH4000i	ACET011011828	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Elementary	Library	Konica Minolta BH5000i	ACF1011004855	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Elementary	Literacy Lab	Konica Minolta BH5000i	ACF1011005147	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Elementary	Main Office	Konica Minolta BHC3300i	AAJT011204499	Color Printer A-4	\$0.00613	\$0.05625
Sunapee Elementary	Main Office Hotswap	Konica Minolta BH4000i	ACET011011833	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Elementary	Portable	Konica Minolta BH4000i	ACET011011832	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Conference Room	Konica Minolta BH4000i	ACET011012400	Black Printer A-4	\$0.00688	\$0.00000

<i><b>Building</b></i>	<i><b>Room</b></i>	<i><b>Model</b></i>	<i><b>Serial Number</b></i>	<i><b>Machine Type</b></i>	<i><b>Black Cost/Copy</b></i>	<i><b>COLOR Cost/Copy</b></i>
Sunapee Middle/High	Copy Room	Konica Minolta BH5000i	ACF1011005146	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Copy Room	Konica Minolta BHC750i	ACKN017000677	Color MFP A-3 11 X 17	\$0.00350	\$0.03330
Sunapee Middle/High	Copy Room - Wide Format	Ricoh MPCW2201SP	G931M910020	Color Ink Jet Printer	\$0.00000	\$0.00000
Sunapee Middle/High	Hot Swap	Konica Minolta BHC3300i	AAJT011204340	Color Printer A-4	\$0.00613	\$0.05625
Sunapee Middle/High	Hot Swap	Konica Minolta BH5000i	ACF1011005139	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Hotswap	Konica Minolta BH4000i	ACET011012644	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Kitchen Office	Konica Minolta BH4000i	ACET011012653	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Main Office	Konica Minolta BHC3300i	AAJT011204514	Color Printer A-4	\$0.00613	\$0.05625
Sunapee Middle/High	Main Office	Konica Minolta BH5000i	ACF1011005148	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Media Center	Konica Minolta BH4000i	ACET011012399	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	NS / Closet	Konica Minolta BH4000i	ACET011012401	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Room C1 Lab hall	Konica Minolta BH5000i	ACF1011005145	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Room C-3 HSRR	Konica Minolta BH4000i	ACET011012402	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Room M-1 Hall	Konica Minolta BHC3300i	AAJT011204345	Color Printer A-4	\$0.00613	\$0.05625
Sunapee Middle/High	Room M-3 Hall	Konica Minolta BH5000i	ACF1011005149	Black Printer A-4	\$0.00688	\$0.00000
Sunapee Middle/High	Teachers' Room	Konica Minolta BH 850i	ACVW015000423	Black MFP A-3 11 X 17	\$0.00350	\$0.00000
Sunapee Middle/High	Transportation Office	Konica Minolta BH4020i	ACER011005334	Black Laser MFP A-4 8 1/2 X14	\$0.00688	\$0.00000

*Subject to change and correction and future additions.*

**Additional Provisions:**



## SERVICE AND SUPPLY CONTRACT - CLIENT

M.S.T hereby contracts with Sunapee 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. The 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: 5/17/2023

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



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

**AGREED AND ACCEPTED BY:**  
**Sunapee School District**

By: Kelly Wessells

Title: Business Manager

Date: 6-6-23

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



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



## SCHEDULE B WARRANTY

**Client: Sunapee 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>
Sunapee District Office	Finance Office	Konica Minolta BH5000i	ACF1011005132	1,000,000	10/1/2019
Sunapee District Office	Office	Konica Minolta BHC550i	AA7P017700575	3,000,000	2/1/2020
Sunapee District Office	SPED	Konica Minolta BH5000i	ACF1011005150	1,000,000	10/1/2019
Sunapee Elementary	1st Floor	Konica Minolta BHC750i	ACKN017000438	4,000,000	2/1/2020
Sunapee Elementary	2nd Floor	Konica Minolta BH4000i	ACET011012398	1,000,000	6/1/2019
Sunapee Elementary	2nd Floor	Konica Minolta BH 850i	ACVW015000374	4,000,000	5/1/2023
Sunapee Elementary	Conference Room Storage Hot swap	Konica Minolta BH4000i	ACET011007646	1,000,000	6/1/2019
Sunapee Elementary	Hot Swap	Konica Minolta BH4000i	ACET011011828	1,000,000	6/1/2019
Sunapee Elementary	Library	Konica Minolta BH5000i	ACF1011004855	1,000,000	10/1/2019
Sunapee Elementary	Literacy Lab	Konica Minolta BH5000i	ACF1011005147	1,000,000	10/1/2019
Sunapee Elementary	Main Office	Konica Minolta BHC3300i	AAJT011204499	750,000	4/1/2019
Sunapee Elementary	Main Office Hot swap	Konica Minolta BH4000i	ACET011011833	1,000,000	6/1/2019
Sunapee Elementary	Portable	Konica Minolta BH4000i	ACET011011832	1,000,000	6/1/2019
Sunapee Middle/High	Conference Room	Konica Minolta BH4000i	ACET011012400	1,000,000	6/1/2019

<b><i>Building</i></b>	<b><i>Room</i></b>	<b><i>Model</i></b>	<b><i>Serial Number</i></b>	<b><i>Warranty Life</i></b>	<b><i>Model Intro Date</i></b>
Sunapee Middle/High	Copy Room	Konica Minolta BH5000i	ACF1011005146	1,000,000	10/1/2019
Sunapee Middle/High	Copy Room	Konica Minolta BHC750i	ACKN017000677	4,000,000	2/1/2020
Sunapee Middle/High	Copy Room - Wide Format	Ricoh MPCW2201SP	G931M910020	500,000	8/1/2016
Sunapee Middle/High	Hot Swap	Konica Minolta BHC3300i	AAJT011204340	750,000	4/1/2019
Sunapee Middle/High	Hot Swap	Konica Minolta BH5000i	ACF1011005139	1,000,000	10/1/2019
Sunapee Middle/High	Hot Swap	Konica Minolta BH4000i	ACET011012644	1,000,000	6/1/2019
Sunapee Middle/High	Kitchen Office	Konica Minolta BH4000i	ACET011012653	1,000,000	6/1/2019
Sunapee Middle/High	Main Office	Konica Minolta BHC3300i	AAJT011204514	750,000	4/1/2019
Sunapee Middle/High	Main Office	Konica Minolta BH5000i	ACF1011005148	1,000,000	10/1/2019
Sunapee Middle/High	Media Center	Konica Minolta BH4000i	ACET011012399	1,000,000	6/1/2019
Sunapee Middle/High	NS / Closet	Konica Minolta BH4000i	ACET011012401	1,000,000	6/1/2019
Sunapee Middle/High	Room C1 Lab Hall	Konica Minolta BH5000i	ACF1011005145	1,000,000	10/1/2019
Sunapee Middle/High	Room C-3 HSRR	Konica Minolta BH4000i	ACET011012402	1,000,000	6/1/2019
Sunapee Middle/High	Room M-1 Hall	Konica Minolta BHC3300i	AAJT011204345	750,000	4/1/2019
Sunapee Middle/High	Room M-3 Hall	Konica Minolta BH5000i	ACF1011005149	1,000,000	10/1/2019
Sunapee Middle/High	Teachers' Room	Konica Minolta BH 850i	ACVW015000423	4,000,000	5/1/2023
Sunapee Middle/High	Transportation Office	Konica Minolta BH4020i	ACER011005334	1,000,000	7/1/2020

*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



## WARRANTY

Konica-Minolta Business Solutions ("Contracted Vendor") hereby warrants to Sunapee School District ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on July 1, 2023 and terminating on June 30, 2028, and such Equipment cannot be repaired promptly, Contracted Vendor will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

**AGREED AND ACCEPTED BY:  
Konica-Minolta Business Solutions**

By: Jason Dexter

Title: Area Vice President

Date: 8/11/2023

Signature

DocuSigned by:

Jason Dexter

297F023B895C4B1...

**AGREED AND ACCEPTED BY:  
Sunapee School District**

By: Kelly Wessells

Title: Business Manager

Date:

6-6-23

Signature:

Kelly Wessells

# M.S.T. Government Leasing, LLC

1491 East Side River Road  
Dummer, NH 03588

## Invoice

Date	Invoice #
6/19/2023	8355

Bill To	Client
SAU 85 70 Lower Main Street Sunapee, NH 03782	SAU 85 70 Lower Main Street Sunapee, NH 03782

Due Date
7/20/2023

Quantity	Description	Rate	Amount
	QTY. 1) Konica Minolta BH4020i 42 CPM~ RADF Duplex 500 Sheets Max paper 8 1/2 X 14 Sort Scan-Fax-Post Script-Airprint	71,230.75	71,230.75
	QTY. 2) Konica Minolta BH4000i 42 PPM ~ Duplex 2nd Paper Drawer-Sort-Post Script-Airprint		
	QTY. 9) Konica Minolta BH4000i 42 PPM ~ Duplex Standard Paper Supply-Sort-Post Script-Airprint		
	QTY.9) Konica Minolta BH5000i 52 CPM~ Duplex 2nd Paper Drawer-Post Script-Hard Drive for Secure Print-Airprint		
	QTY. 4) Konica Minolta BHC3300i 35 PPM ~ Duplex Sort 250 Paper Supply-Post Script-Airprint		
	QTY. 1) Konica Minolta BHC550i 55 CPM~ RADF Duplex LCT-Paper 11 X 17 Internal Finisher 3-Hole Punch-Scan-Post Script-Hard Drive for Secure Print-Airprint		
	QTY. 2) Konica Minolta BHC750i 75 CPM~ RADF Duplex LCT-Paper 11 X 17 Finisher 3-Hole Punch-Scan-Fax-Post Script-Hard Drive for Secure Print-Airprint		
	QTY. 2) Konica Minolta BH850i 80 CPM ~ RADF Duplex (LCT if under 1,500 Capacity) Finisher 3-Hole Punch CIF-Print-Scan-Post Script-Hard Drive for Secure Print-Airprint		
	Installation Scheduled for July 17-18, 2023		

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

<b>Total</b>	\$71,230.75
<b>Payments/Credits</b>	-\$71,230.75
<b>Balance Due</b>	\$0.00

[Upgrade Report page 32](#)

1491 East Side River Road  
Dummer, NH 03588

Date	Invoice #
6/19/2023	8356

SAU 85  
70 Lower Main Street  
Sunapee, NH 03782

SAU 85  
70 Lower Main Street  
Sunapee, NH 03782

7/19/2023

Quantity	Description	Rate	Amount
	Papercut, Software, Support Installation schedule for July 17-18, 2023	16,650.00	16,650.00

www.spccopypro.com

<b>Total</b>	<b>\$16,650.00</b>
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<b>Payments/Credits</b>	<b>-\$16,650.00</b>
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<b>Balance Due</b>	\$0.00
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