

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



FY22 Annual Report

With FY23 Projections

Tim Jarvis

South Burlington School District

577 Dorset Street

South Burlington, VT 05403



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

November 2022

Tim Jarvis
South Burlington School District
577 Dorset Street
South Burlington, VT 05403

Skip Tilton
President

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

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www.spccopypro.com

Dear Tim:

Specialized Purchasing Consultants is pleased to present your FY22 Annual Report, taking a look at where we are in recovering from the pandemic restrictions and changes, and looking ahead to continued cost savings and recommendations to maintain your equipment and ensure your vendors are giving the best service possible.

The past few years were unprecedented with the restrictions brought on by the pandemic, and this year was no exception. Because of the delays brought on by the pandemic we chose to submit our copier bid in February rather than wait until March/April. This proved to be a good move for many reasons.

The industry continues to experience major backorder issues on equipment, something we've not had to deal with in years past. Bidding early meant boards could approve results and orders could be placed early. We were also able to lock in new service and supply pricing for existing equipment while orders were delayed so as not to disrupt budgets already established for the new fiscal year based on upgrading equipment.

Even after our bids were received and awarded, though, one major vendor wanted to increase their pricing because of the increased inflation rate that took place after the bid process. We were able to negotiate with them and hold the pricing we received back in February. Again, starting the bid process early proved to be a positive move.

Finally, while the industry experienced an over 9% inflation rate, SPC was able to continue to hold down service and supply costs for all of our clients because of SPC's allowable CPC increase cap of 5%.

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

Sincerely,

Skip Tilton
President

TABLE OF CONTENTS

Meet Your Team	1
SPC Timeline	2
Equipment Health Status	4
Compare Present vs Proposed	5
Aging Equipment Summary	6
Non Contracted Devices	8
Bar Chart - Annual Black Volume By Location	9
Bar Chart - Annual Black Volume Overall	10
Average Student to Copy Usage - Black	11
Industry Average Copies per Student - Black	12
Bar Chart - Annual Color Volume By Location	13
Bar Chart - Annual Color Volume Overall	14
Average Student to Copy Usage - Color	15
Industry Average Copies per Student - Color	16
Color-to-Total Volume Comparison	17
Equipment Usage & Recommendations	18
SPC Service & Supply Cost Savings	49
Projected Equipment Cost by Building Black	50
SPC Upgrade for 2022	51
Projected Equipment Cost by Building Color	52
Service & Supply Usage Profile by Vendor Black	53
Service & Supply Usage Profile by Vendor Color	54
Leased/Owned Equipment Details	55
Leased Equipment	56
Owned Equipment	58
STARDoc User Names	60
Benefits of Partnering With SPC - Clients	61
Benefits of Partnering With SPC - Vendors	63
STARDoc Features	65
New Vendor Categories	67
Warranty & Relief Fund	68

MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President



As co-founders of SPC, we are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.



Alex Webster
Operations, Marketing & IT Manager

Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bid process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the results, and presents them to our clients. He also maintains our office equipment and utilizes the latest technology to maintain STARDoc and FM Audit so our clients always have access to valuable information on their equipment.

Pam Weed
Client-Vendor Relations

Pam helps maintain a good relationship between clients and vendors, overseeing warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection and billing, and Annual Reports. Pam also assists with marketing SPC services.



Kelly Fortier
Finance Support

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

Heidi Tilton
Office Support

Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.



Sue Penney
Administrative & Finance Manager

Sue coordinates and oversees all billing, leases, and contracts. Her decades of financial expertise benefit the Billing Team by her attention to detail and ability to prioritize to ensure accuracy and timeliness of all finance projects.

Robert Dutil
Information Technology

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.



Jamin Tilton
Operations Support

Jamin plays a vital role in ensuring equipment surveys, installations, and trades go smoothly, coordinating with clients and vendors and maintaining a schedule that is beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc and FM Audit as well as with computer maintenance.

SPC TIMELINE

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Report

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

2001 Meter Collection

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

2002 Bond Counsel Review

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

2003 Bond Counsel Review of Contracts and Warranties

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

2012 STARDoc and Simplified Billing Developed and Implemented

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

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

SPC TIMELINE (Continued)

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

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

2020 Mock Bids - Warranty and Relief Fund

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

2021 Vendor Services and Warranty Relief Equipment

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

2022 Vendor Bid

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

2023 SPC Roadmap

- STARDoc Upgrade: Process is in place to give STARDoc a more modern facelift.

EQUIPMENT HEALTH STATUS

Total Number of Machines	104
Total Black Photocopiers & MFPs:	28
Total Color Photocopiers & MFPs:	13
Total Black Network Printers:	55
Total Color Network Printers:	8
Total Removed From Service:	0
# of Units Not in Use for FY22	2
# of Units OFF Warranty**	0
# of Units Approaching End of Warranty (Printers from Last Upgrade)	36
# of Units Overused	0
# of Units Underused	0
Contract Commencement Date	08/02/2020
All Warranties and Service Contracts Expire # of Annual Payments	06/30/2026
Left on Lease	3

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

Dear Tim,

Congratulations on your new position with South Burlington School District! We look forward to discussing with you how SPC saves you time, money, and effort on your reprographic equipment.

Despite increased inflation and a continued backlog of orders – unprecedented in SPC history – SPC managed to maintain the buying power we established three decades ago and keep equipment and service & supply pricing lower than anything found in the industry.

Because equipment continues to be backordered, SPC will again put our equipment bid out to our vendors in February of 2023 rather than wait until April or May. This allows SPC to lock in low pricing before increases take effect, for vendors to get orders placed early, and for client budgets to be planned for the new fiscal year.

Currently, your color usage averages 206 copies per student compared to the industry average of 243 (See pages 15 & 16). While this is lower than the industry, managing color is an ongoing battle. In 2020 & 2021, SPC aggressively started to add PaperCut in an effort to successfully bring color usage under control. You currently do have PaperCut.

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

Sincerely, Skip

South Burlington School District
David Young
550 Dorset Street, South Burlington, VT 05403
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 5,746,906

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

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **1 Year**
- 2) Annual Price Ceilings Left: **1 Years**
- 3) Console Copiers with 3 million plus: **17**
- 4) Units to be Traded: **55**
- 5) Photocopiers: **26**
- 6) Color Photocopiers: **7**
- 7) MFPs: **12 (3 color devices)**
- 8) Printers: **67 (8 Color Printers)**
- 9) Duplexers: **97**
- 10) Finishers: **26**
- Total number of Units: **105**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Console Copiers with 3 Million plus: **17**
- 4) Replaced: **57 New**
- 5) Photocopiers: **25 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers: **8**
- 7) MFPs: **16 with 3 Color**
- 8) Printers: **65 with 8 Color & 1 MICR**
- 9) Duplexers: **106**
- 10) Finishers: **25**
- Total number of Units: **107 (Closing out 5 locations)**

Overall Description of Equipment Fleet:

Presently, you have **3 different manufacturers & twenty-one different models** of copiers and printers. Serious concerns have been raised over long-term viability. With National's bid, they offered Kyocera devices top to bottom and are an authorized dealer for Kyocera. They bid OEM for all toner including printers.

Board Approval Date: August 5th, 2020

Print Management: STARDoc for all devices and Papercut MF for select devices (**25 Devices**). Additionally, OCR modules will be installed on all 25 copiers in the district.

National Papercut MF: \$7,444.00 Annually

Symquest Papercut MF: \$4,845.00 Annually

Capital:

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

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.003933 for black and \$0.044207 for Color**. The new contract will come in at a CPC of **\$0.003394 for Black and \$0.034663 for Color**.

Vendor Packages:

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

<u>Cost Center</u>	<u>Present</u>	<u>FY21 National</u>	<u>FY22 National</u>	<u>FY21 Symquest</u>	<u>FY22 Symquest</u>
1. Service & Supplies Color:	\$29,618.44	\$23,223.89	\$23,223.89	\$27,351.78	\$27,351.78
2. Service & Supplies Black:	\$19,966.13	\$17,228.26	\$17,228.26	\$18,154.11	\$18,154.11
3. Annual Muni Lease:	\$63,060.84	\$63,060.84	\$74,685.52	\$63,060.84	\$69,799.69
4. Forced Upgrades (#7 Owned Printers):	\$800.00	\$00.00	\$00.00	\$00.00	\$00.00
Totals with Papercut:	\$113,436.58	\$103,512.99	\$115,137.67	\$108,566.73	\$115,305.58

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

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

AGING EQUIPMENT SUMMARY

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

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Chamberlin School	Library Circulation Desk	Kyocera P6130cdn	V5Q5901825	NATIONAL	06/01/2015
Chamberlin School	Main Office	Kyocera P2135DN	LVK6X53729	NATIONAL	03/01/2014
Chamberlin School	Room 1 - Office	Kyocera P2135DN	LVK6X53736	NATIONAL	03/01/2014
Chamberlin School	Room 13	Kyocera P2135DN	LVK6X53724	NATIONAL	03/01/2014
Chamberlin School	Room 18/19 Project Room	Kyocera P2135DN	LVK6X53734	NATIONAL	03/01/2014
Frederick H.Tuttle Middle School	Kitchen	Kyocera M2535DN	LVZ6633792	NATIONAL	03/01/2014
Frederick H.Tuttle Middle School	Nurse's Office	Kyocera M2535DN	LVZ6633784	NATIONAL	03/01/2014
Frederick H.Tuttle Middle School	Room 101	Kyocera P2135DN	LVK6X55187	NATIONAL	03/01/2014
Frederick H.Tuttle Middle School	Room 168	Kyocera P2135DN	LVK6X53733	NATIONAL	03/01/2014
Frederick H.Tuttle Middle School	Room 221	Kyocera P2135DN	LVK6X53728	NATIONAL	03/01/2014
Frederick H.Tuttle Middle School	Room 224 Lab	Kyocera P2135DN	LVK6X55193	NATIONAL	03/01/2014
Frederick H.Tuttle Middle School	Room 244	Kyocera P2135DN	LVK6X55221	NATIONAL	03/01/2014
Frederick H.Tuttle Middle School	Room 267	Kyocera P2135DN	LVK6X53723	NATIONAL	03/01/2014
Orchard School	Library Tech Alley	Kyocera P6130cdn	V5Q6403028	NATIONAL	06/01/2015
Orchard School	Room 27 SPED	Kyocera P2135DN	LVK6X55194	NATIONAL	03/01/2014
Rick Marcotte Central School	Primary Wing Storage Closet	Kyocera P2135DN	LVK6951963	NATIONAL	03/01/2014

South Burlington School District

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Rick Marcotte Central School	Room 116 Music	Kyocera P2135DN	LVK6X55170	NATIONAL	03/01/2014
S Burlington High School	Career Center	Kyocera P2135DN	LVK6X55180	NATIONAL	03/01/2014
S Burlington High School	Health Office	Kyocera P2135DN	LVK6X53735	NATIONAL	03/01/2014
S Burlington High School	IT Storage	Kyocera P2135DN	LVK6X53725	NATIONAL	03/01/2014
S Burlington High School	Music Office	Kyocera P2135DN	LVK6X53727	NATIONAL	03/01/2014
S Burlington High School	Room 101	Kyocera P2135DN	LVK6X53721	NATIONAL	03/01/2014
S Burlington High School	Room 111	Kyocera P2135DN	LVK6X53731	NATIONAL	03/01/2014
S Burlington High School	Room 114	Kyocera P2135DN	LVK6X53737	NATIONAL	03/01/2014
S Burlington High School	Room 124	Kyocera P2135DN	LVK6X53730	NATIONAL	03/01/2014
S Burlington High School	Room 138	Kyocera P6130cdn	V5Q6503178	NATIONAL	06/01/2015
S Burlington High School	Room 139	Kyocera P2135DN	LVK6X53726	NATIONAL	03/01/2014
S Burlington High School	Room 141	Kyocera P6130cdn	V5Q5901836	NATIONAL	06/01/2015
S Burlington High School	Room 232 Work Room	Kyocera P2135DN	LVK6X53732	NATIONAL	03/01/2014
S Burlington High School	Room 240	Kyocera P6130cdn	V5Q7X06022	NATIONAL	06/01/2015
S Burlington High School	Room 241	Kyocera P2135DN	LVK6X53719	NATIONAL	03/01/2014
S Burlington High School	Science Office 230	Kyocera P2135DN	LVK6X53718	NATIONAL	03/01/2014
S Burlington High School	Tripple S Office	Kyocera P2135DN	LVK6X53722	NATIONAL	03/01/2014
SBSD Bus Garage	Break Room	Kyocera M2535DN	LVZ6633777	NATIONAL	03/01/2014
SBSD Office	Business Office (MICR)	HP Laser Jet 600 M604	CNDCJCG124	NATIONAL	04/01/2015
SBSD Office	Central Office - Maura	Kyocera M2535DN	LVZ6633782	NATIONAL	03/01/2014

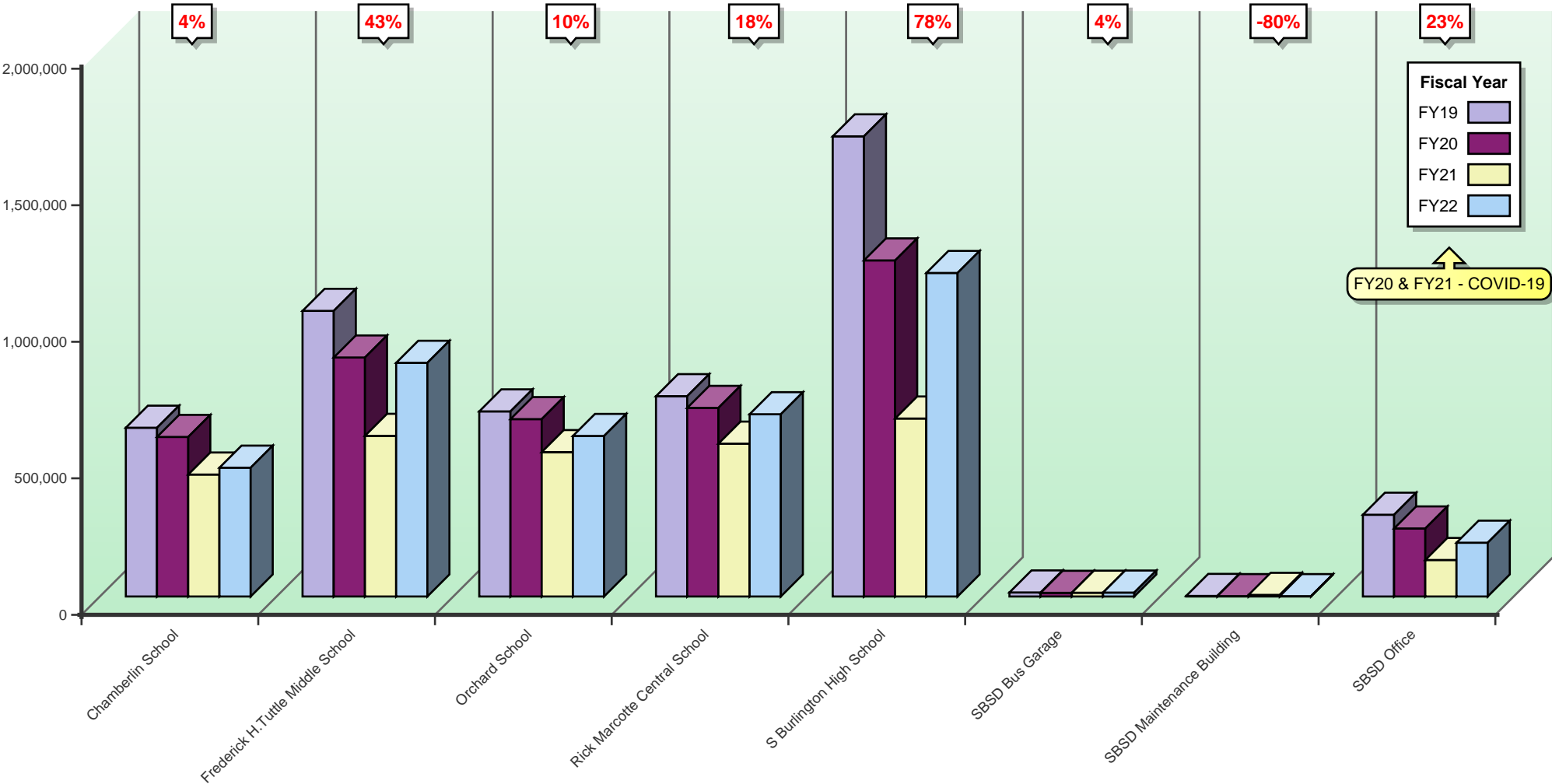
NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
CANON TX-3000	BAHY01324	172.18.30.5	2022-11-15 05:36:32

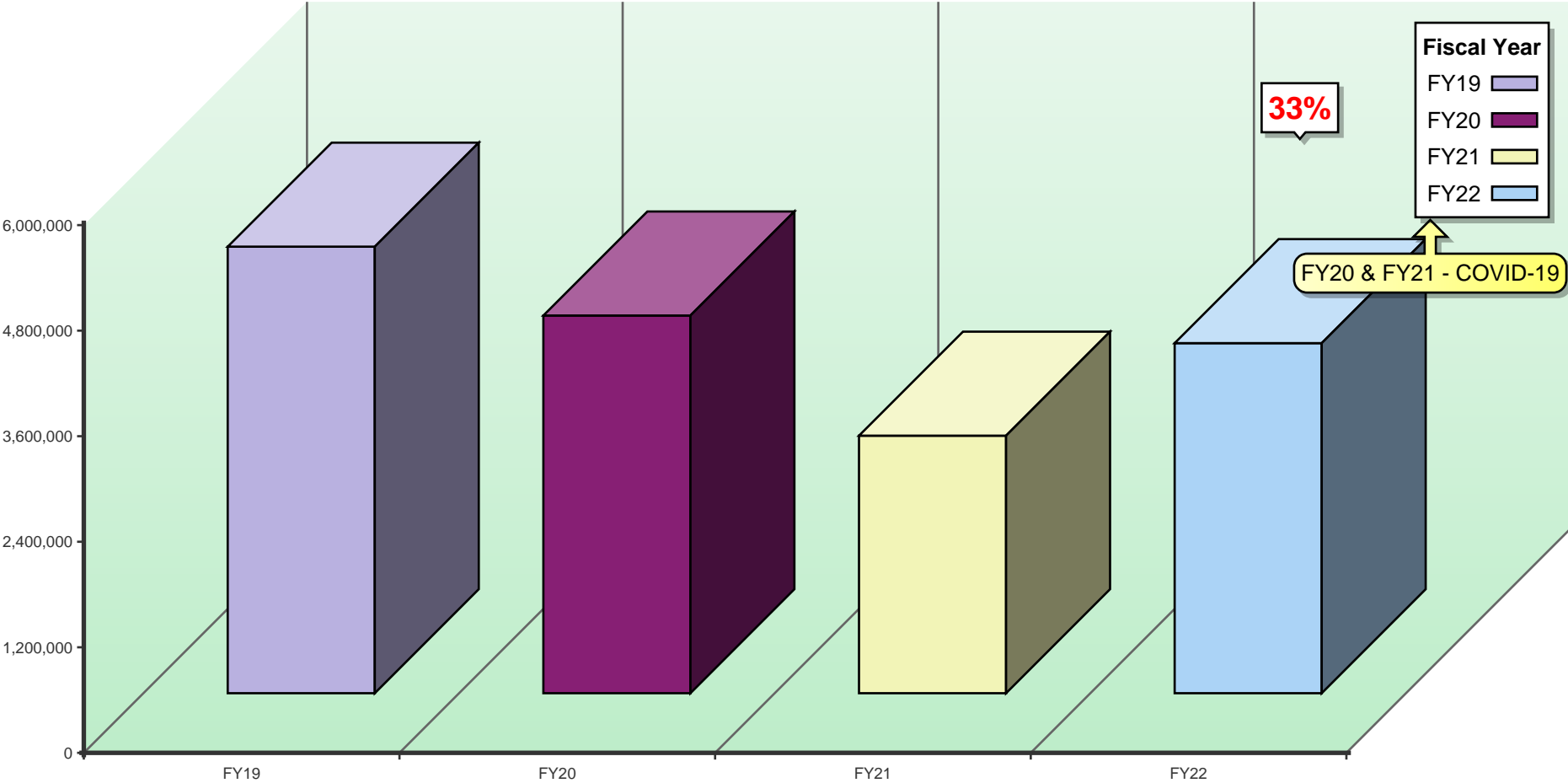
With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average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

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

ANNUAL BLACK VOLUME BY LOCATION



ANNUAL BLACK VOLUME OVERALL



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

AVERAGE STUDENT-TO-COPY USAGE - BLACK

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

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Chamberlin School	477	471,722	\$13,334.42	989	\$27.95
Frederick H.Tuttle Middle School	486	855,712	\$24,377.19	1,761	\$50.16
Orchard School	438	587,870	\$16,592.09	1,342	\$37.88
Rick Marcotte Central School	429	667,479	\$19,046.08	1,556	\$44.40
S Burlington High School	903	1,184,865	\$33,828.05	1,312	\$37.46
SBSD Bus Garage	0	14,314	\$453.59	0	\$0.00
SBSD Maintenance Building	0	1,229	\$35.47	0	\$0.00
SBSD Office	0	196,931	\$5,726.99	0	\$0.00
Totals	2,733	3,980,122	\$113,393.88	1,456	\$41.49

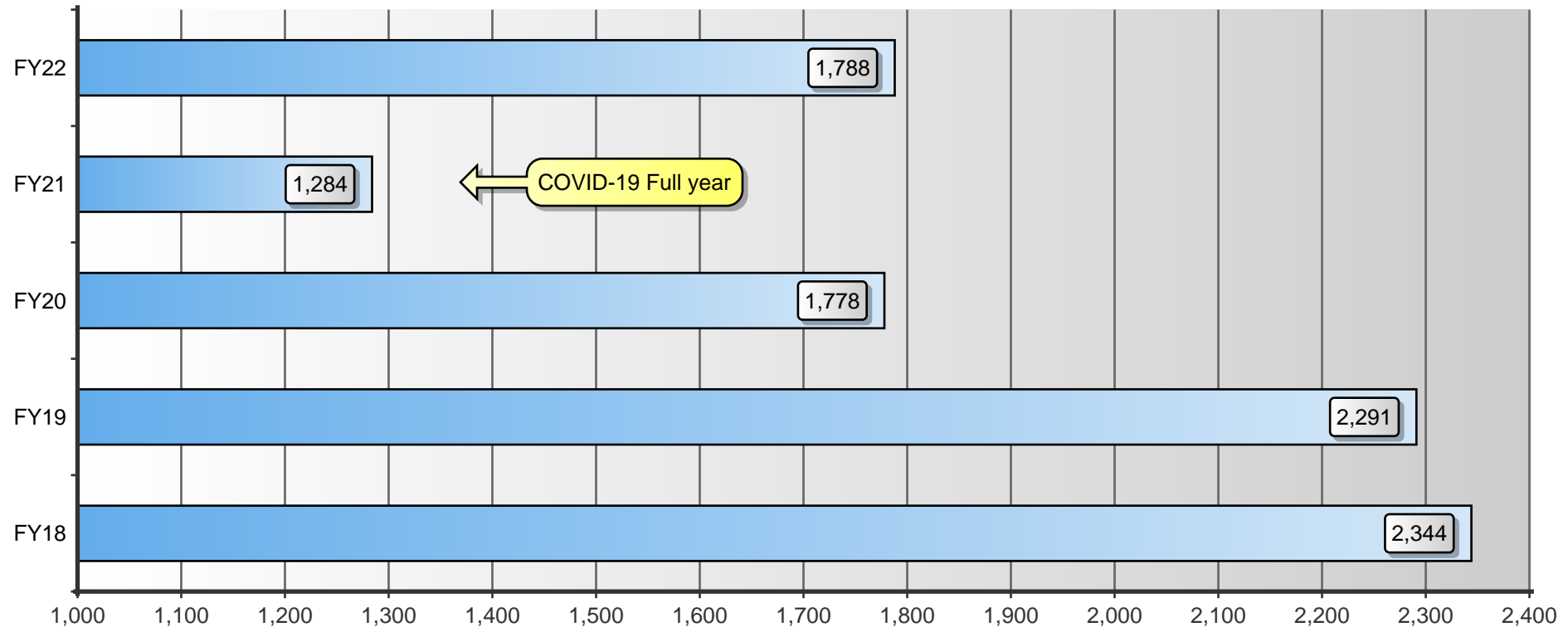
*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

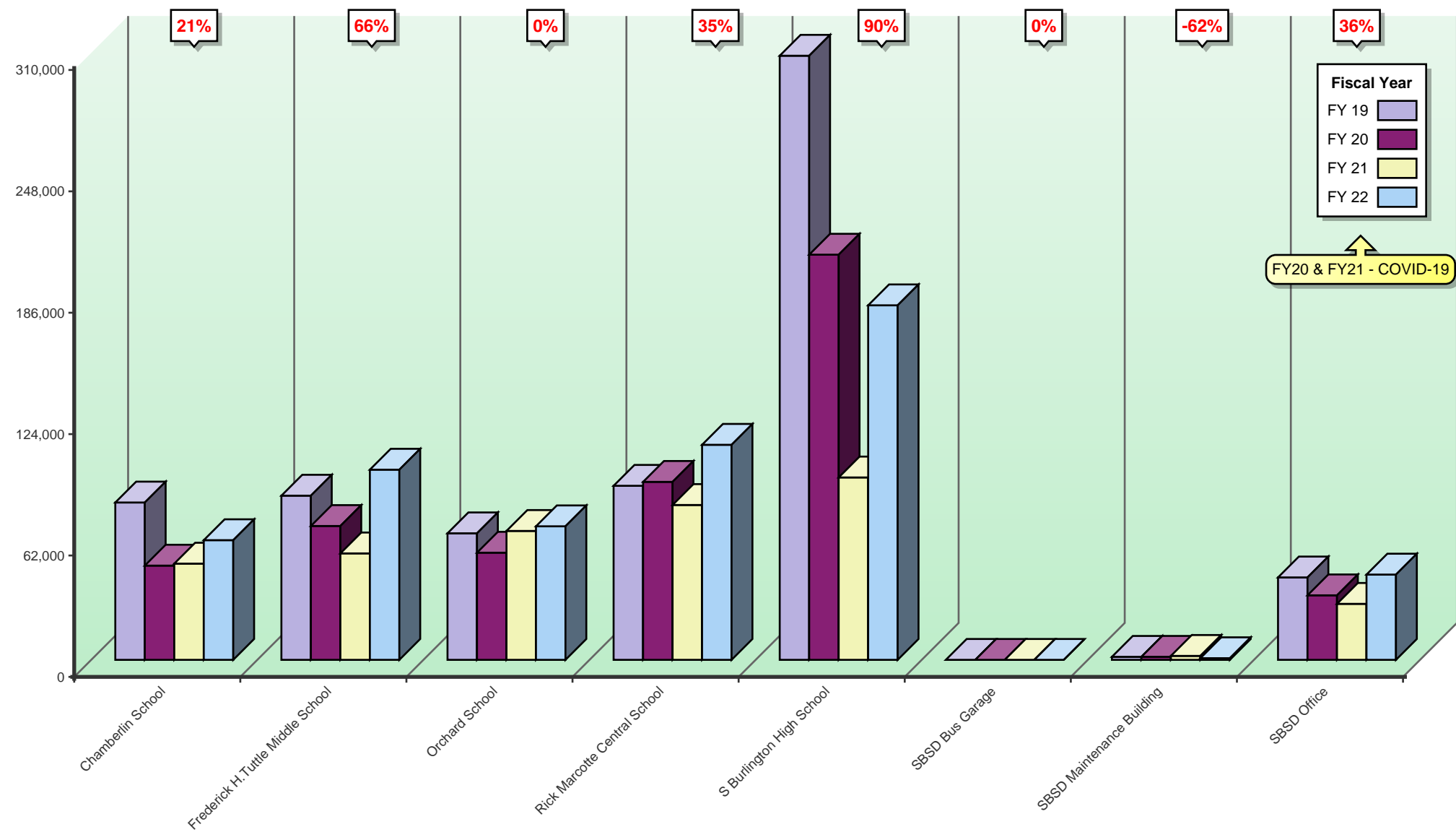
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,741	149,723,855	\$3,872,721.04	1,788	\$46.25

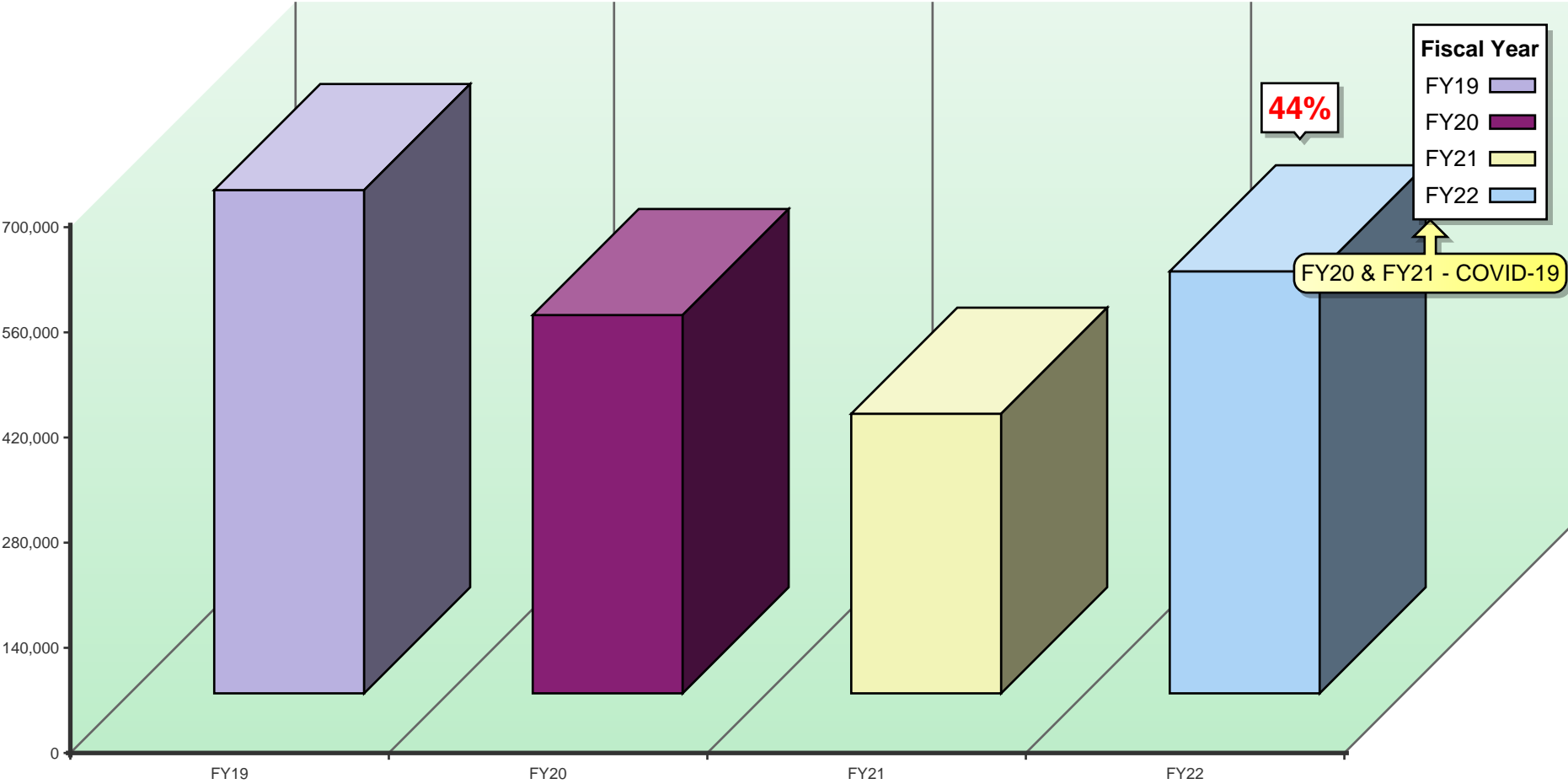
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



ANNUAL COLOR VOLUME BY LOCATION



ANNUAL COLOR VOLUME OVERALL



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

AVERAGE STUDENT-TO-COPY USAGE - COLOR

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

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Chamberlin School	477	61,127	\$2,365.35	128	\$4.96
Frederick H.Tuttle Middle School	486	97,135	\$4,022.41	200	\$8.28
Orchard School	438	68,221	\$3,336.81	156	\$7.62
Rick Marcotte Central School	429	109,843	\$3,926.89	256	\$9.15
S Burlington High School	903	181,097	\$6,670.95	201	\$7.39
SBSD Bus Garage	0	0	\$0.00	0	\$0.00
SBSD Maintenance Building	0	849	\$34.19	0	\$0.00
SBSD Office	0	43,556	\$1,616.93	0	\$0.00
Totals	2,733	561,828	\$21,973.53	206	\$8.04

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

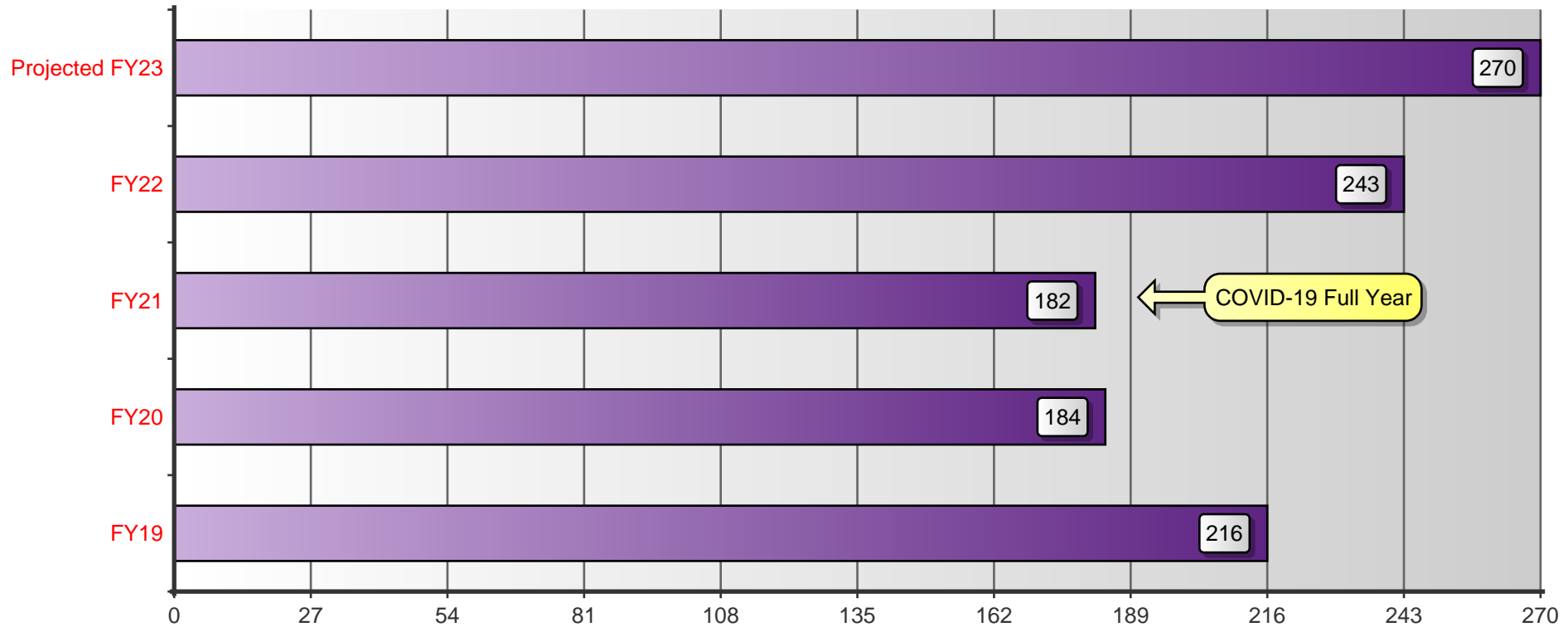
Note: STARDoc tool will flag any future high color usage. See page 65 of STARDoc Features. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 206 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

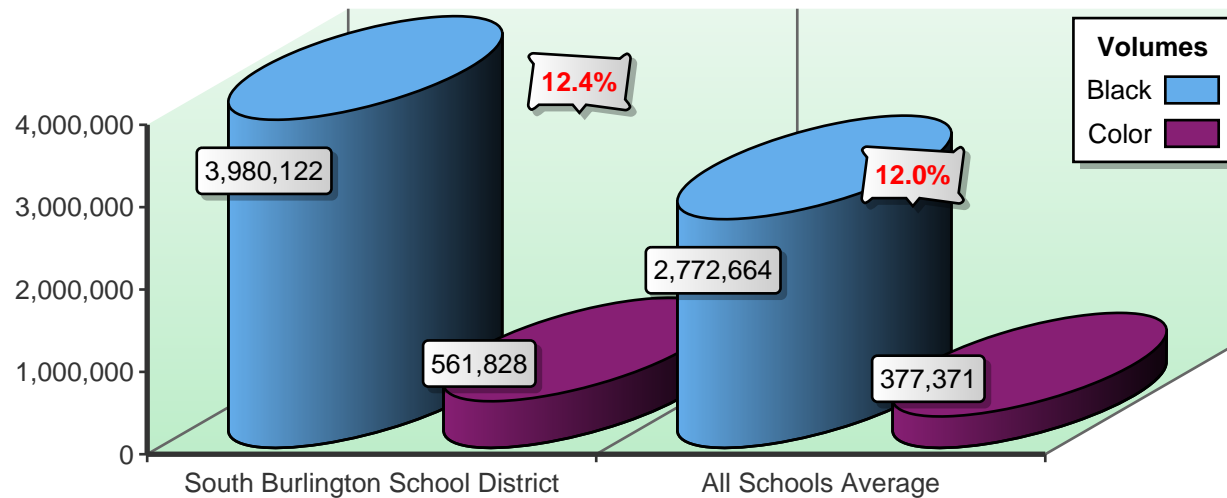
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,741	20,378,027	\$929,875.30	243	\$11.10

*Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.



COLOR-TO-TOTAL VOLUME COMPARISON



SPC Analysis

Despite the significant drop in color usage over the past two years, color usage has not only recovered, it has soared. FY22 increased average color usage by 33% over FY21. Obviously, some color printing is necessary, but if it is not properly monitored it could negatively impact your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Equipment Health Status page.

SOLUTION: SPC has incorporated into our bids Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire organization to change all printing habits, SPC focuses only on problematic locations.

EQUIPMENT USAGE & RECOMMENDATIONS

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

Date of Last Upgrade: 08/02/2020

Make-Model / Speed			FY22		
Serial Number / Vendor ID			Annual	Cost/Copy	
Life Expectancy / Model Intro Date	07/01/2021	06/30/2022	Volume	Annual Cost	Recommendations
Equipment Type / Vendor	Meter	Meter			

Chamberlin School

Library

Kyocera P3155dn / 57 PPM	10,618	17,657	7,039	\$0.00629	None at this time.
R4A9Y07544 / V1004				\$44.28	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Library Circulation Desk

Kyocera P6130cdn / 32 PPM	9,186	13,041	3,855	\$0.00629	7 years from Intro.
V5Q5901825 / V1062				\$24.25	
750,000 / 06/2015	28,748	35,994	7,246	\$0.05771	
Color Network Printer / NATIONAL				\$418.17	

Main Office

Kyocera P2135DN / 37 PPM	11,284	12,455	1,171	\$0.00629	8 years from Intro.
LVK6X53729 / V1061				\$7.37	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Kyocera TASKalfa 4053ci / 40 PPM RFB0203986 / V0924 1,000,000 / 02/2019 Color Photocopier / NATIONAL	28,509	60,162	31,653	\$0.00287 \$90.84 \$0.03405 \$1,834.65	None at this time.
Nurse's Office					
Kyocera M2640idw / 42 PPM VCM9Z09246 / V1024 1,000,000 / 01/2017 Black Laser MFP / NATIONAL	1,050	2,184	1,134	\$0.00629 \$7.13 \$0.00000 \$0.00	None at this time.
Room 1 - Office					
Kyocera P2135DN / 37 PPM LVK6X53736 / V1067 750,000 / 03/2014 Black Network Printer / NATIONAL	12,833	15,133	2,300	\$0.00629 \$14.47 \$0.00000 \$0.00	8 years from Intro.
Room 13					
Kyocera P2135DN / 37 PPM LVK6X53724 / V1074 750,000 / 03/2014 Black Network Printer / NATIONAL	19,355	19,449	94	\$0.00629 \$0.59 \$0.00000 \$0.00	8 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 16					
Kyocera P3155dn / 57 PPM	2,439	4,687	2,248	\$0.00629	None at this time.
R4A9Y07548 / V1005				\$14.14	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 17					
Kyocera TASKalfa 8003i / 80 PPM	95,066	205,475	110,409	\$0.00287	None at this time.
RRG0600639 / V0936				\$316.87	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	
Room 18/19 Project Room					
Kyocera P2135DN / 37 PPM	21,121	25,473	4,352	\$0.00629	8 years from Intro.
LVK6X53734 / V1063				\$27.37	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Staff Room					
Kyocera TASKalfa 8003i / 80 PPM	147,868	291,972	144,104	\$0.00287	None at this time.
RRG0600638 / V0939				\$413.58	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Staff Room					
Kyocera TASKalfa 8003i / 80 PPM	151,056	314,419	163,363	\$0.00287	None at this time.
RRG0600620 / V0943				\$468.85	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	
		Subtotal Black	471,722	\$1,429.74	
		Subtotal Color	61,127	\$2,252.81	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Frederick H.Tuttle Middle School					
Custodial Office					
Kyocera P3I55dn / 57 PPM	768	1,168	400	\$0.00629	None at this time.
R4A9Y07550 / V1003				\$2.52	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer/NATIONAL				\$0.00	
Guidance					
Kyocera P3I55dn / 57 PPM	7,367	12,013	4,646	\$0.00629	None at this time.
R4A9Y07547 / V1002				\$29.22	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Kitchen					
Kyocera M2535DN / 37 PPM	23,775	29,107	5,332	\$0.00629	8 years from Intro.
LVZ6633792 / V1054				\$33.54	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP / NATIONAL				\$0.00	
Library					
Kyocera P3I55dn / 57 PPM	11,563	32,923	21,360	\$0.00629	None at this time.
R4A9Y07546 / V1001				\$134.35	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Kyocera TASKalfa 4053ci / 40 PPM	22,536	52,685	30,149	\$0.00287	None at this time.
RFB0204007 / V0925				\$86.53	
1,000,000 / 02/2019	42,210	117,219	75,009	\$0.03405	
Color Photocopier / NATIONAL				\$2,554.06	
Main Office					
Kyocera TASKalfa 8003i / 80 PPM	114,324	331,000	216,676	\$0.00287	None at this time.
RRG0500543 / V0938				\$621.86	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	
Nurse's Office					
Kyocera M2535DN / 37 PPM	7,417	11,283	3,866	\$0.00629	8 years from Intro.
LVZ6633784 / V1072				\$24.32	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP / NATIONAL				\$0.00	
Room 101					
Kyocera P2135DN / 37 PPM	11,450	16,284	4,834	\$0.00629	8 years from Intro.
LVK6X55187 / V1043				\$30.41	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 168					
Kyocera P2135DN / 37 PPM	4,619	7,197	2,578	\$0.00629	8 years from Intro.
LVK6X53733 / V1042				\$16.22	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 221					
Kyocera P3155dn / 57 PPM	4,514	12,995	8,481	\$0.00629	None at this time.
R4A9Y07537 / V1009				\$53.35	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 221					
Kyocera P2135DN / 37 PPM	13,948	14,787	839	\$0.00629	8 years from Intro.
LVK6X53728 / V1081				\$5.28	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 223					
Kyocera P3155dn / 57 PPM	6,507	18,209	11,702	\$0.00629	None at this time.
R4A9Y07539 / V1010				\$73.61	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 224 Lab					
Kyocera P2135DN / 37 PPM	12,273	15,286	3,013	\$0.00629	8 years from Intro.
LVK6X55193 / V1044				\$18.95	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 233					
Kyocera P2040dw / 40 PPM	22,475	27,827	5,352	\$0.00629	None at this time.
VD27306828 / V1045				\$33.66	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 238					
Kyocera P6230cdn / 32 PPM	178	448	270	\$0.00629	None at this time.
RCB0504077 / V1022				\$1.70	
750,000 / 06/2018	24	132	108	\$0.05771	
Color Network Printer / NATIONAL				\$6.23	
Room 244					
Kyocera P2135DN / 37 PPM	12,772	15,854	3,082	\$0.00629	8 years from Intro.
LVK6X55221 / V1056				\$19.39	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 260					
Kyocera P2040dw / 40 PPM	27,630	31,723	4,093	\$0.00629	None at this time.
VD26Z03728 / V1055				\$25.74	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 267					
Kyocera P2135DN / 37 PPM	14,462	22,363	7,901	\$0.00629	8 years from Intro.
LVK6X53723 / V1046				\$49.70	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 274					
Kyocera FS-C8650DN / 55 PPM	14,741	19,708	4,967	\$0.00629	None at this time.
NXW6901121 / V1057				\$31.24	
750,000 / 07/2016	61,841	83,859	22,018	\$0.05771	
Color Network Printer / NATIONAL				\$1,270.66	
Room E265					
Kyocera TASKalfa 8003i / 80 PPM	253,489	522,396	268,907	\$0.00287	None at this time.
RRG0500568 / V0937				\$771.76	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room W139					
Kyocera TASKalfa 8003i / 80 PPM	141,898	389,162	247,264	\$0.00287	None at this time.
RRG0600637 / V0935				\$709.65	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	
		Subtotal Black	855,712	\$2,772.98	
		Subtotal Color	97,135	\$3,830.95	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Orchard School					
2/3 Hall Closet					
Kyocera TASKalfa 8003i / 80 PPM	258,690	510,820	252,130	\$0.00287	None at this time.
RRG0500574 / V0932				\$723.61	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier/NATIONAL				\$0.00	
4/5 Project Room					
Kyocera P2040dw / 40 PPM	41,585	51,599	10,014	\$0.00629	None at this time.
VD27306821 / V1029				\$62.99	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Library Tech Alley					
Kyocera P6130cdn / 32 PPM	22,449	26,572	4,123	\$0.00629	7 years from Intro.
V5Q6403028 / V1064				\$25.93	
750,000 / 06/2015	92,614	128,473	35,859	\$0.05771	
Color Network Printer / NATIONAL				\$2,069.42	
Main Office					
Kyocera TASKalfa 8003i / 80 PPM	212,072	480,988	268,916	\$0.00287	None at this time.
RRG0600634 / V0931				\$771.79	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	

South Burlington School					
Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Kyocera TASKalfa 4053ci / 40 PPM RFB0203945 / V0929 1,000,000 / 02/2019 Color Photocopier / NATIONAL	37,342 28,947	83,623 61,035	46,281 32,088	\$0.00287 \$132.83 \$0.03405 \$1,092.60	None at this time.
Room 16 Guidance					
Kyocera P2040dw / 40 PPM VD27305552 / V1053 1,000,000 / 04/2017 Black Network Printer / NATIONAL	32,219 0	34,646 0	2,427 0	\$0.00629 \$15.27 \$0.00000 \$0.00	None at this time.
Room 27 SPED					
Kyocera P2135DN / 37 PPM LVK6X55194 / V1065 750,000 / 03/2014 Black Network Printer / NATIONAL	21,864 0	25,656 0	3,792 0	\$0.00629 \$23.85 \$0.00000 \$0.00	8 years from Intro.
Trailer					
Kyocera M6630cidn / 32 PPM RBW1Z05018 / 750,000 / 06/2018 Color Laser MFP / NATIONAL	0 0	187 274	187 274	\$0.00629 \$1.18 \$0.05771 \$15.81	None at this time.
		Subtotal Black	587,870	\$1,757.44	
		Subtotal Color	68,221	\$3,177.83	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rick Marcotte Central School					
Front SPED Office					
Kyocera P3155dn / 57 PPM	9	9	0	\$0.00629	Not in use for FY22.
R4A9Y07545 / V1006				\$0.00	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer/NATIONAL				\$0.00	
Grade 5 Project Room					
Kyocera P3155dn / 57 PPM	15,424	32,118	16,694	\$0.00629	None at this time.
R4A9Y07541 / V1011				\$105.01	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Library					
Kyocera P3155dn / 57 PPM	2,645	5,525	2,880	\$0.00629	None at this time.
R4A9Y07540 / V1007				\$18.12	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Main Office					
Kyocera M2640idw / 42 PPM	3,012	8,412	5,400	\$0.00629	None at this time.
VCM9Z08995 / V1090				\$33.97	
1,000,000 / 01/2017	0	0	0	\$0.00000	
Black Laser MFP / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Kyocera P3155dn / 57 PPM	15,714	44,781	29,067	\$0.00629	None at this time.
R4A9Y07543 / V1008				\$182.83	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Main Office Hallway					
Kyocera TASKalfa 4053ci / 40 PPM	34,974	99,894	64,920	\$0.00287	None at this time.
RFB9601618 / V0947				\$186.32	
1,000,000 / 02/2019	79,097	188,940	109,843	\$0.03405	
Color Photocopier / NATIONAL				\$3,740.15	
Nurse's Office					
Kyocera M2640idw / 42 PPM	1,107	2,755	1,648	\$0.00629	None at this time.
VCM9Z09247 / V1025				\$10.37	
1,000,000 / 01/2017	0	0	0	\$0.00000	
Black Laser MFP / NATIONAL				\$0.00	
Primary Wing Storage Closet					
Kyocera TASKalfa 8003i / 80 PPM	195,236	388,282	193,046	\$0.00287	None at this time.
RRG0600635 / V0940				\$554.04	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Primary Wing Storage Closet					
Kyocera P2135DN / 37 PPM	32,291	35,213	2,922	\$0.00629	8 years from Intro.
LVK6951963 / V1059				\$18.38	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 116 Music					
Kyocera P2135DN / 37 PPM	11,411	15,495	4,084	\$0.00629	8 years from Intro.
LVK6X55170 / V1048				\$25.69	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room C2 Vader					
Kyocera TASKalfa 8003i / 80 PPM	105,701	277,212	171,511	\$0.00287	None at this time.
RRG0600631 / V0941				\$492.24	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	
Room C2 Yoda					
Kyocera TASKalfa 8003i / 80 PPM	162,185	319,175	156,990	\$0.00287	None at this time.
RRG0500569 / V0945				\$450.56	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Special Education Office					
Kyocera P3155dn / 57 PPM	17,346	35,663	18,317	\$0.00629	None at this time.
R4A9Y07534 / V1012				\$115.21	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
		Subtotal Black	667,479	\$2,192.73	
		Subtotal Color	109,843	\$3,740.15	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
S Burlington High School					
2nd Floor Copy					
Kyocera TASKalfa 8003i / 80 PPM	11,635	58,508	46,873	\$0.00287	None at this time.
RRG0600628 / V0942				\$134.53	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier/NATIONAL				\$0.00	
Athletics Office					
Kyocera M2635dw / 35 PPM	21,489	23,854	2,365	\$0.00629	None at this time.
VCA6X00717 / V1039				\$14.88	
750,000 / 03/2017	0	0	0	\$0.00000	
Black Laser MFP / NATIONAL				\$0.00	
Attendance Office					
Kyocera P3155dn / 57 PPM	8,448	25,110	16,662	\$0.00629	None at this time.
R4A9Y07542 / V1013				\$104.80	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Career Center					
Kyocera P2135DN / 37 PPM	52,383	52,638	255	\$0.00629	8 years from Intro.
LVK6X55180 / V1060				\$1.60	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Custodial Office					
Kyocera P2040dw / 40 PPM	8,835	11,899	3,064	\$0.00629	None at this time.
VD26Z03744 / V1049				\$19.27	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Guidance Office					
Kyocera TASKalfa 5053ci / 50 PPM	10,690	30,154	19,464	\$0.00287	None at this time.
RF70405869 / V0928				\$55.86	
3,000,000 / 02/2019	5,345	18,797	13,452	\$0.03405	
Color Photocopier / NATIONAL				\$458.04	
Guidance Office					
Kyocera P3155dn / 57 PPM	338	338	0	\$0.00629	Not in use for FY22.
R4A9Y07536 / V1015				\$0.00	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Health Office					
Kyocera P2135DN / 37 PPM	42,639	43,671	1,032	\$0.00629	8 years from Intro.
LVK6X53735 / V1075				\$6.49	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
IT Storage					
Kyocera P2135DN / 37 PPM	10,896	10,915	19	\$0.00629	8 years from Intro.
LVK6X53725 / V1041				\$0.12	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Kitchen					
Kyocera P2040dw / 40 PPM	3,828	5,832	2,004	\$0.00629	None at this time.
VD27409231 / V1032				\$12.61	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Main Library					
Kyocera P3155dn / 57 PPM	9,261	37,970	28,709	\$0.00629	None at this time.
R4A9Y07535 / V1014				\$180.58	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Main Office					
Kyocera 306CI / 30 PPM	18,295	25,907	7,612	\$0.00359	None at this time.
V7E7Y04248 / V1076				\$27.33	
750,000 / 07/2016	25,382	31,830	6,448	\$0.03835	
Color Laser MFP / NATIONAL				\$247.28	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Kyocera TASKalfa 8003i / 80 PPM	81,374	298,999	217,625	\$0.00287	None at this time.
RRG0600643 / V0944				\$624.58	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	
Math Office					
Kyocera P3155dn / 57 PPM	2,576	20,596	18,020	\$0.00629	None at this time.
R4A9Y07538 / V1016				\$113.35	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Music Office					
Kyocera P2135DN / 37 PPM	10,052	12,089	2,037	\$0.00629	8 years from Intro.
LVK6X53727 / V1050				\$12.81	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Nurse's Office					
Kyocera M2640idw / 42 PPM	3,665	7,491	3,826	\$0.00629	None at this time.
VCM9Z09245 / V1026				\$24.07	
1,000,000 / 01/2017	0	0	0	\$0.00000	
Black Laser MFP / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 101					
Kyocera P2135DN / 37 PPM	9,723	12,574	2,851	\$0.00629	8 years from Intro.
LVK6X53721 / V1034				\$17.93	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 105					
Kyocera P3155dn / 57 PPM	1,370	12,667	11,297	\$0.00629	None at this time.
R4A0417620 / V1021				\$71.06	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 111					
Kyocera P2135DN / 37 PPM	29,001	31,839	2,838	\$0.00629	8 years from Intro.
LVK6X53731 / V1069				\$17.85	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 112 - AV Lab					
Kyocera TASKalfa 6053ci / 60 PPM	49,486	118,318	68,832	\$0.00287	None at this time.
RF39601316 / V0926				\$197.55	
3,000,000 / 02/2019	75,161	229,614	154,453	\$0.03405	
Color Photocopier / NATIONAL				\$5,259.12	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 112 - AV Lab					
Kyocera TASKalfa 8003i / 80 PPM	147,707	397,610	249,903	\$0.00287	None at this time.
RRG0600627 / V0948				\$717.22	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	
Room 114					
Kyocera P2135DN / 37 PPM	17,809	19,284	1,475	\$0.00629	8 years from Intro.
LVK6X53737 / V1035				\$9.28	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 124					
Kyocera P2135DN / 37 PPM	19,126	21,922	2,796	\$0.00629	8 years from Intro.
LVK6X53730 / V1031				\$17.59	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 138					
Kyocera P6130cdn / 32 PPM	20,550	20,654	104	\$0.00629	7 years from Intro.
V5Q6503178 / V1030				\$0.65	
750,000 / 06/2015	22,293	22,295	2	\$0.05771	
Color Network Printer / NATIONAL				\$0.12	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room I38B - Library Copy Room					
Kyocera TASKalfa 8003i / 80 PPM	104,452	166,730	62,278	\$0.00287	None at this time.
RRG0600633 / V0934				\$178.74	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	
Room I39					
Kyocera P2135DN / 37 PPM	3,540	3,756	216	\$0.00629	8 years from Intro.
LVK6X53726 / V1037				\$1.36	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room I41					
Kyocera P6130cdn / 32 PPM	3,209	4,119	910	\$0.00629	7 years from Intro.
V5Q5901836 / V1033				\$5.72	
750,000 / 06/2015	10,345	12,961	2,616	\$0.05771	
Color Network Printer / NATIONAL				\$150.97	
Room 204					
Kyocera P3155dn / 57 PPM	11,533	39,290	27,757	\$0.00629	None at this time.
R4A0518519 / V1017				\$174.59	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 205					
Kyocera P3155dn / 57 PPM	39	41	2	\$0.00629	None at this time.
R4A0518581 / V1018				\$0.01	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 206					
Kyocera P3155dn / 57 PPM	1,008	2,745	1,737	\$0.00629	None at this time.
R4A0518574 / V1020				\$10.93	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 220 Office					
Kyocera M2640idw / 42 PPM	670	4,411	3,741	\$0.00629	None at this time.
VCM9Z09250 / V1027				\$23.53	
1,000,000 / 01/2017	0	0	0	\$0.00000	
Black Laser MFP / NATIONAL				\$0.00	
Room 232 Work Room					
Kyocera P2135DN / 37 PPM	9,851	12,130	2,279	\$0.00629	8 years from Intro.
LVK6X53732 / V1040				\$14.33	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 235					
Kyocera P3155dn / 57 PPM	2,775	4,654	1,879	\$0.00629	None at this time.
R4A04I7630 / V1019				\$11.82	
3,000,000 / 06/2020	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Room 240					
Kyocera P6130cdn / 32 PPM	3,006	5,583	2,577	\$0.00629	7 years from Intro.
V5Q7X06022 / V1073				\$16.21	
750,000 / 06/2015	9,972	14,098	4,126	\$0.05771	
Color Network Printer / NATIONAL				\$238.11	
Room 241					
Kyocera P2135DN / 37 PPM	13,111	16,100	2,989	\$0.00629	8 years from Intro.
LVK6X53719 / V1038				\$18.80	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Science					
Kyocera TASKalfa 8003i / 80 PPM	175,389	540,263	364,874	\$0.00287	None at this time.
RRG0500572 / V0933				\$1,047.19	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATIONAL				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Science Office 230					
Kyocera P2135DN / 37 PPM	27,119	30,747	3,628	\$0.00629	8 years from Intro.
LVK6X53718 / V1051				\$22.82	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
Tripple S Office					
Kyocera P2135DN / 37 PPM	10,600	10,935	335	\$0.00629	8 years from Intro.
LVK6X53722 / V1036				\$2.11	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer / NATIONAL				\$0.00	
		Subtotal Black	1,184,865	\$3,910.16	
		Subtotal Color	181,097	\$6,353.64	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SBSD Bus Garage					
Break Room					
Kyocera M2535DN / 37 PPM LVZ6633777 / V1070 750,000 / 03/2014 Black Laser MFP/NATIONAL	20,807 0	22,897 0	2,090 0	\$0.00629 \$13.15 \$0.00000 \$0.00	8 years from Intro.
Manager's Office					
Kyocera M2640idw / 42 PPM VCM9Z09257 / V1028 1,000,000 / 01/2017 Black Laser MFP / NATIONAL	8,220 0	20,444 0	12,224 0	\$0.00629 \$76.89 \$0.00000 \$0.00	None at this time.
Subtotal Black			14,314	\$90.04	
Subtotal Color			0	\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SBSD Maintenance Building					
Maint. Office					
Kyocera 306CI / 30 PPM	8,489	9,718	1,229	\$0.00359	None at this time.
V9W6601966 / V0753				\$4.41	
750,000 / 07/2016	7,572	8,421	849	\$0.03835	
Color Laser MFP/NATIONAL				\$32.56	
		Subtotal Black	1,229	\$4.41	
		Subtotal Color	849	\$32.56	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SBSD Office					
Business Office (HS)					
Kyocera TASKalfa 5053ci / 50 PPM RF70405905 / V0923 3,000,000 / 02/2019 Color Photocopier/NATIONAL	36,018 11,355	84,080 31,553	48,062 20,198	\$0.00287 \$137.94 \$0.03405 \$687.74	None at this time.
Business Office (MICR)					
HP Laser Jet 600 M604 / 52 PPM CNDCJCG124 / V1071 2,000,000 / 04/2015 Black Network Printer / NATIONAL	82,017 0	100,488 0	18,471 0	\$0.00629 \$116.18 \$0.00000 \$0.00	7 years from Intro.
Central Office					
Kyocera P2040dw / 40 PPM VD28116803 / V1068 1,000,000 / 04/2017 Black Network Printer / NATIONAL	17,726 0	26,928 0	9,202 0	\$0.00629 \$57.88 \$0.00000 \$0.00	None at this time.
Central Office					
Kyocera TASKalfa 8003i / 80 PPM RRG0500565 / V0930 5,000,000 / 10/2019 Black Photocopier / NATIONAL	35,929 0	94,585 0	58,656 0	\$0.00287 \$168.34 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Central Office (MS)					
Kyocera TASKalfa 4053ci / 40 PPM	17,659	44,665	27,006	\$0.00287	None at this time.
RFB0204004 / V0927				\$77.51	
1,000,000 / 02/2019	14,510	34,323	19,813	\$0.03405	
Color Photocopier / NATIONAL				\$674.63	
Central Office - Maura					
Kyocera M2535DN / 37 PPM	23,795	30,511	6,716	\$0.00629	8 years from Intro.
LVZ6633782 / V1066				\$42.24	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP / NATIONAL				\$0.00	
IT Help Desk					
Kyocera 306CI / 30 PPM	3,606	4,391	785	\$0.00359	None at this time.
V9W6601972 / V1052				\$2.82	
750,000 / 07/2016	5,939	6,476	537	\$0.03835	
Color Laser MFP / NATIONAL				\$20.59	
Office					
Kyocera TASKalfa 4053ci / 40 PPM	0	8,688	8,688	\$0.00287	None at this time.
RFB1907605 / V1182				\$24.93	
1,000,000 / 02/2019	0	699	699	\$0.03405	
Color Photocopier / NATIONAL				\$23.80	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SPED					
Kyocera P6230cdn / 32 PPM	18,725	38,070	19,345	\$0.00629	None at this time.
RCB0504078 / V1023				\$121.68	
750,000 / 06/2018	2,138	4,447	2,309	\$0.05771	
Color Network Printer / NATIONAL				\$133.25	
		Subtotal Black	196,931	\$749.53	
		Subtotal Color	43,556	\$1,540.02	
		Overall Black Totals	3,980,122	\$12,907.03	
		Overall Color Totals	561,828	\$20,927.97	

Your Avg Color CPC is \$0.0372

SPC SERVICE & SUPPLY COST SAVINGS

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 01/15/2008 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 22 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
3,980,122	\$0.01620	\$64,477.98

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,980,122	\$0.00324	\$12,895.60	\$51,582.38	\$257,911.91

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of
 $\$51,582.38 \times 14 \text{ years as a Client} = \$722,153.34$ Cost Savings!

PROJECTED EQUIPMENT COSTS BY BUILDING - BLACK

This table represents PROJECTED expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and **averaged** current annual lease payments are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Chamberlin School	471,722	\$1,499.56	\$2,983.17	\$8,851.69	\$13,334.42
Frederick H.Tuttle Middle School	855,712	\$2,908.54	\$5,411.52	\$16,057.12	\$24,377.19
Orchard School	587,870	\$1,843.24	\$3,717.69	\$11,031.17	\$16,592.09
Rick Marcotte Central School	667,479	\$2,299.94	\$4,221.14	\$12,525.00	\$19,046.08
S Burlington High School	1,184,865	\$4,101.41	\$7,493.09	\$22,233.56	\$33,828.05
SBSD Bus Garage	14,314	\$94.47	\$90.52	\$268.60	\$453.59
SBSD Maintenance Building	1,229	\$4.63	\$7.77	\$23.06	\$35.47
SBSD Office	196,931	\$786.26	\$1,245.39	\$3,695.34	\$5,726.99
TOTALS	3,980,122	\$13,538.06	\$25,170.29	\$74,685.53	\$113,393.88

SPC Upgrades for 2022

Client	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
SAU 36 - White Mountains Regional SD	Kris Franklin	2,884,577	46	Visual Edge-OSV	Symquest	\$11,704.62	\$58,523.10	STARDoc Only
SAU 61 - Farmington	Brian Cisneros	2,857,215	42	Same	KMBS	\$7,383.00	\$36,915.00	PaperCut & STARDoc
SAU 66 - Hopkinton	Michael Flynn	2,460,750	78	Global-Conway	KMBS	\$29,956.00	\$149,780.00	PaperCut & STARDoc
SAU 68 - Lincoln/Woodstock	Debbie O'Connor	815,437	13	Same	KMBS	\$4,302.00	\$21,510.00	PaperCut & STARDoc
SAU 80 - Shaker Regional SD	Debbie Thompson	2,896,042	23	Same	Budget	\$5,550.00	\$27,750.00	PaperCut & STARDoc
SAU 87 - Mascenic	Lizabeth Baker	2,834,149	59	Same	KMBS	\$15,634.00	\$78,170.00	STARDoc Only
Great Bay E-Learning Charter School	Peter Stackhouse	246,262	8	Same	KMBS	\$1,744.00	\$8,720.00	STARDoc Only
MSAD 37 - Harrington Maine	Ron Ramsay	1,776,270	56	Visual Edge-A-Copi	Ricoh	\$6,953.00	\$34,765.00	STARDoc Only
SAU 54 - Rochester NH	Linda Bartlett	11,900,000	215	Same	KMBS	-\$1,920.00	-\$9,600.00	PaperCut & STARDoc
East Millinocket Schools Maine	Luci Milewski	1,113,369	4	Visual Edge-A-Copi	Ricoh	\$6,449.00	\$32,245.00	STARDoc Only
Washington Central UUSD	Mark Kline	4,000,000	68	Canon & Conway	Symquest	\$26,757.00	\$133,785.00	STARDoc Only
RSU 64 - East Corinth	Rhonda Sperrey	2,698,445	28	Visual Edge-A-Copi	Symquest	\$9,304.00	\$46,520.00	PaperCut & STARDoc
RSU 06 - Bonny Eagle	Scott Nason	8,328,355	109	Visual Edge-A-Copi	Symquest	\$21,350.00	\$106,750.00	PaperCut & STARDoc
RSU 14 - Windham Raymond	Bob Hickey	7,539,568	211	Visual Edge-A-Copi	Symquest	\$48,135.00	\$240,675.00	STARDoc Only
Orleans Southwest Supervisory Union VT	David Martin	2,846,049	24	Visual Edge-OSV	National	\$4,390.00	\$21,950.00	PaperCut & STARDoc
Essex Westford School District VT	Peter Drescher	10,741,439	265	Visual Edge-OSV & National	Symquest	\$100,004.00	\$500,020.00	PaperCut & STARDoc
Sullivan County NH	Derek Ferland	911,018	40	Canon	Symquest	\$14,033.00	\$70,165.00	PaperCut & STARDoc
Winooski School District VT	Nicole Mace	1,848,750	87	Canon	Symquest	\$42,364.00	\$211,820.00	PaperCut & STARDoc
Windham Northeast Supervisory Union VT	Andrew Haas	3,000,000	46	Canon	Symquest	\$39,323.00	\$196,615.00	PaperCut & STARDoc
SAU 43 - Newport NH	Ed Emond	1,772,242	10	Visual Edge-OSV	Symquest	\$18,656.00	\$93,280.00	STARDoc Only
Totals		73,469,937	1,432			\$412,071.62	\$2,060,358.10	

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

TOTALS	82,468,260	69,686,229	73,469,937	
Total New Clients	14,950,000	41,249,400	17,952,178	<< 8 Clients
Total Existing Clients	67,518,260	28,436,829	55,517,759	<< 12 Clients

2022 Award Evaluation	Manufacturer	Volume	Machines
Symquest	Konica Minolta	43,724,394	910
KMBS	Konica Minolta	21,113,813	415
Budget	Konica Minolta	2,896,042	23
Ricoh	Ricoh	2,889,639	60
National	Kyocera	2,846,049	24
TOTALS		73,469,937	1,432

PROJECTED EQUIPMENT COSTS BY BUILDING - COLOR

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

Building	Projected Color Volume	Service & Supply Cost
Chamberlin School	61,127	\$2,365.35
Frederick H.Tuttle Middle School	97,135	\$4,022.41
Orchard School	68,221	\$3,336.81
Rick Marcotte Central School	109,843	\$3,926.89
S Burlington High School	181,097	\$6,670.95
SBSD Bus Garage	0	\$0.00
SBSD Maintenance Building	849	\$34.19
SBSD Office	43,556	\$1,616.93
TOTALS	561,828	\$21,973.53

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Although inflation has increased by 9.5% over last year, SPC has capped that increase for **FY23 to only 5%**. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Black Volume	FY22 Black Cost/Copy	FY22 Black S & S Costs	FY23 Black Cost/Copy	FY23 Projected Black S & S Costs
National 1927	Black Laser MFP	48,342	\$0.00629	\$304.07	\$0.00660	\$319.06
National 1927	Black Network Printer	347,236	\$0.00629	\$2,184.11	\$0.00660	\$2,291.76
National 1927	Black Photocopier	3,193,525	\$0.00287	\$9,165.42	\$0.00301	\$9,612.51
National 1927	Color Laser MFP	9,626	\$0.00359	\$34.56	\$0.00377	\$36.29
National 1927	Color Laser MFP	187	\$0.00629	\$1.18	\$0.00660	\$1.23
National 1927	Color Network Printer	36,151	\$0.00629	\$227.39	\$0.00660	\$238.60
National 1927	Color Photocopier	345,055	\$0.00287	\$990.31	\$0.00301	\$1,038.62
TOTALS AND AVERAGES		3,980,122	\$0.00324	\$12,907.03	\$0.00340	\$13,538.06

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents ACTUAL and PROJECTED Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Although inflation has increased by 9.5% over last year, SPC has capped that increase for **FY23 to only 5%**. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Color Volume	FY22 Color Cost/Copy	FY22 Color S & S Costs	FY23 Color Cost/Copy	FY23 Projected Color S & S Costs
National 1927	Color Laser MFP	7,834	\$0.03835	\$300.43	\$0.04027	\$315.48
National 1927	Color Laser MFP	274	\$0.05771	\$15.81	\$0.06060	\$16.60
National 1927	Color Network Printer	74,284	\$0.05771	\$4,286.93	\$0.06060	\$4,501.61
National 1927	Color Photocopier	479,436	\$0.03405	\$16,324.80	\$0.03575	\$17,139.84
TOTALS AND AVERAGES		561,828	\$0.03725	\$20,927.97	\$0.03911	\$21,973.53

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	104
Number of Machines on Lease	52
Number of Machines Owned	52
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
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Term	5 Annual
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Annual Payment usually due on 8/1	\$74,685.53
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Lease Start Date	08/02/2020
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Lease End Date	08/01/2025
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Remaining Payments	3
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*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Chamberlin School	Library	Kyocera P3I55dn	R4A9Y07544
Chamberlin School	Main Office	Kyocera TASKalfa 4053ci	RFB0203986
Chamberlin School	Nurse's Office	Kyocera M2640idw	VCM9Z09246
Chamberlin School	Room 16	Kyocera P3I55dn	R4A9Y07548
Chamberlin School	Room 17	Kyocera TASKalfa 8003i	RRG0600639
Chamberlin School	Staff Room	Kyocera TASKalfa 8003i	RRG0600620
Chamberlin School	Staff Room	Kyocera TASKalfa 8003i	RRG0600638
Frederick H.Tuttle Middle School	Custodial Office	Kyocera P3I55dn	R4A9Y07550
Frederick H.Tuttle Middle School	Guidance	Kyocera P3I55dn	R4A9Y07547
Frederick H.Tuttle Middle School	Library	Kyocera P3I55dn	R4A9Y07546
Frederick H.Tuttle Middle School	Main Office	Kyocera TASKalfa 4053ci	RFB0204007
Frederick H.Tuttle Middle School	Main Office	Kyocera TASKalfa 8003i	RRG0500543
Frederick H.Tuttle Middle School	Room 221	Kyocera P3I55dn	R4A9Y07537
Frederick H.Tuttle Middle School	Room 233	Kyocera P2040dw	VD27306828
Frederick H.Tuttle Middle School	Room E265	Kyocera TASKalfa 8003i	RRG0500568
Frederick H.Tuttle Middle School	Room W139	Kyocera TASKalfa 8003i	RRG0600637
Orchard School	2/3 Hall Closet	Kyocera TASKalfa 8003i	RRG0500574
Orchard School	Main Office	Kyocera TASKalfa 4053ci	RFB0203945
Orchard School	Main Office	Kyocera TASKalfa 8003i	RRG0600634
Rick Marcotte Central School	Front SPED Office	Kyocera P3I55dn	R4A9Y07545
Rick Marcotte Central School	Grade 5 Project Room	Kyocera P3I55dn	R4A9Y07541
Rick Marcotte Central School	Library	Kyocera P3I55dn	R4A9Y07540
Rick Marcotte Central School	Main Office	Kyocera P3I55dn	R4A9Y07543
Rick Marcotte Central School	Main Office Hallway	Kyocera TASKalfa 4053ci	RFB9601618
Rick Marcotte Central School	Nurse's Office	Kyocera M2640idw	VCM9Z09247
Rick Marcotte Central School	Primary Wing Storage Closet	Kyocera TASKalfa 8003i	RRG0600635
Rick Marcotte Central School	Room C2 Vader	Kyocera TASKalfa 8003i	RRG0600631
Rick Marcotte Central School	Room C2 Yoda	Kyocera TASKalfa 8003i	RRG0500569
Rick Marcotte Central School	Special Education Office	Kyocera P3I55dn	R4A9Y07534
S Burlington High School	2nd Floor Copy	Kyocera TASKalfa 8003i	RRG0600628
S Burlington High School	Attendance Office	Kyocera P3I55dn	R4A9Y07542
S Burlington High School	Guidance Office	Kyocera P3I55dn	R4A9Y07536
S Burlington High School	Guidance Office	Kyocera TASKalfa 5053ci	RF70405869
S Burlington High School	Main Library	Kyocera P3I55dn	R4A9Y07535
S Burlington High School	Main Office	Kyocera TASKalfa 8003i	RRG0600643
S Burlington High School	Math Office	Kyocera P3I55dn	R4A9Y07538

Building	Room	Make/Model	Serial Number
S Burlington High School	Nurse's Office	Kyocera M2640idw	VCM9Z09245
S Burlington High School	Room 105	Kyocera P3I55dn	R4A04I7620
S Burlington High School	Room 112 - AV Lab	Kyocera TASKalfa 6053ci	RF3960I316
S Burlington High School	Room 112 - AV Lab	Kyocera TASKalfa 8003i	RRG0600627
S Burlington High School	Room 138B - Library Copy Room	Kyocera TASKalfa 8003i	RRG0600633
S Burlington High School	Room 204	Kyocera P3I55dn	R4A05I85I9
S Burlington High School	Room 205	Kyocera P3I55dn	R4A05I858I
S Burlington High School	Room 206	Kyocera P3I55dn	R4A05I8574
S Burlington High School	Room 220 Office	Kyocera M2640idw	VCM9Z09250
S Burlington High School	Room 235	Kyocera P3I55dn	R4A04I7630
S Burlington High School	Science	Kyocera TASKalfa 8003i	RRG0500572
SBSD Bus Garage	Manager's Office	Kyocera M2640idw	VCM9Z09257
SBSD Office	Business Office (HS)	Kyocera TASKalfa 5053ci	RF70405905
SBSD Office	Central Office	Kyocera TASKalfa 8003i	RRG0500565
SBSD Office	Central Office (MS)	Kyocera TASKalfa 4053ci	RFB0204004
SBSD Office	SPED	Kyocera P6230cdn	RCB0504078

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Chamberlin School	Library Circulation Desk	Kyocera P6I30cdn	V5Q590I825
Chamberlin School	Main Office	Kyocera P2I35DN	LVK6X53729
Chamberlin School	Room I - Office	Kyocera P2I35DN	LVK6X53736
Chamberlin School	Room I3	Kyocera P2I35DN	LVK6X53724
Chamberlin School	Room I8/I9 Project Room	Kyocera P2I35DN	LVK6X53734
Frederick H.Tuttle Middle School	Kitchen	Kyocera M2535DN	LVZ6633792
Frederick H.Tuttle Middle School	Nurse's Office	Kyocera M2535DN	LVZ6633784
Frederick H.Tuttle Middle School	Room I0I	Kyocera P2I35DN	LVK6X55I87
Frederick H.Tuttle Middle School	Room I68	Kyocera P2I35DN	LVK6X53733
Frederick H.Tuttle Middle School	Room 22I	Kyocera P2I35DN	LVK6X53728
Frederick H.Tuttle Middle School	Room 223	Kyocera P3I55dn	R4A9Y07539
Frederick H.Tuttle Middle School	Room 224 Lab	Kyocera P2I35DN	LVK6X55I93
Frederick H.Tuttle Middle School	Room 238	Kyocera P6230cdn	RCB0504077
Frederick H.Tuttle Middle School	Room 244	Kyocera P2I35DN	LVK6X5522I
Frederick H.Tuttle Middle School	Room 260	Kyocera P2040dw	VD26Z03728
Frederick H.Tuttle Middle School	Room 267	Kyocera P2I35DN	LVK6X53723
Frederick H.Tuttle Middle School	Room 274	Kyocera FS-C8650DN	NXW690I12I
Orchard School	4/5 Project Room	Kyocera P2040dw	VD2730682I
Orchard School	Library Tech Alley	Kyocera P6I30cdn	V5Q6403028
Orchard School	Room I6 Guidance	Kyocera P2040dw	VD27305552
Orchard School	Room 27 SPED	Kyocera P2I35DN	LVK6X55I94
Orchard School	Trailer	Kyocera M6630cidn	RBWIZ050I8
Rick Marcotte Central School	Main Office	Kyocera M2640idw	VCM9Z08995
Rick Marcotte Central School	Primary Wing Storage Closet	Kyocera P2I35DN	LVK695I963
Rick Marcotte Central School	Room II6 Music	Kyocera P2I35DN	LVK6X55I70
S Burlington High School	Athletics Office	Kyocera M2635dw	VCA6X007I7
S Burlington High School	Career Center	Kyocera P2I35DN	LVK6X55I80
S Burlington High School	Custodial Office	Kyocera P2040dw	VD26Z03744
S Burlington High School	Health Office	Kyocera P2I35DN	LVK6X53735
S Burlington High School	IT Storage	Kyocera P2I35DN	LVK6X53725
S Burlington High School	Kitchen	Kyocera P2040dw	VD2740923I
S Burlington High School	Main Office	Kyocera 306CI	V7E7Y04248
S Burlington High School	Music Office	Kyocera P2I35DN	LVK6X53727
S Burlington High School	Room I0I	Kyocera P2I35DN	LVK6X5372I
S Burlington High School	Room III	Kyocera P2I35DN	LVK6X5373I
S Burlington High School	Room II4	Kyocera P2I35DN	LVK6X53737

South Burlington School District

Building	Room	Make/Model	Serial Number
S Burlington High School	Room 124	Kyocera P2135DN	LVK6X53730
S Burlington High School	Room 138	Kyocera P6130cdn	V5Q6503178
S Burlington High School	Room 139	Kyocera P2135DN	LVK6X53726
S Burlington High School	Room 141	Kyocera P6130cdn	V5Q5901836
S Burlington High School	Room 232 Work Room	Kyocera P2135DN	LVK6X53732
S Burlington High School	Room 240	Kyocera P6130cdn	V5Q7X06022
S Burlington High School	Room 241	Kyocera P2135DN	LVK6X53719
S Burlington High School	Science Office 230	Kyocera P2135DN	LVK6X53718
S Burlington High School	Tripple S Office	Kyocera P2135DN	LVK6X53722
SBSD Bus Garage	Break Room	Kyocera M2535DN	LVZ6633777
SBSD Maintenance Building	Maint. Office	Kyocera 306CI	V9W6601966
SBSD Office	Business Office (MICR)	HP Laser Jet 600 M604	CNDCJCG124
SBSD Office	Central Office	Kyocera P2040dw	VD28116803
SBSD Office	Central Office - Maura	Kyocera M2535DN	LVZ6633782
SBSD Office	IT Help Desk	Kyocera 306CI	V9W6601972
SBSD Office	Office	Kyocera TASKalfa 4053ci	RFB1907605

STARDoc USER NAMES

Name	User Name
Andy Pearson	apearson@sbschools.net
Christa Chambers	cchambers@sbschools.net
Gary Marckres	gmarckres
Krista Chadwick	kchadwick
Mike Vining	mvining@sbschools.net
Steven Walker	swalker@sbschools.net

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



Benefits of partnering with SPC

Top Benefits to our CLIENTS:

1. Cooperative Buying

- By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!
- SPC's pricing is so strong *we pay for our own fee* by acquiring prices lower than what you can do on your own.
- We will *save you money* benefiting from the combined purchasing power of 69 clients with almost 4500 devices doing 176 million copies and prints annually. For FY22 we purchased 1,432 machines with over 73 million prints out to bid.
- We will *save you time* by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will *save you frustration* by managing your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come monthly and/or quarterly.
- THREE detailed, easy-to-read invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year; you pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5. Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as overusage.
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem.

6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated Annual Savings of almost \$1.5 million for all of our clients.
That translates into Savings of more than \$7 million over five years!



SPC Values Our Vendors

Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,400 units purchased in FY22 running over 73 million prints
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process:

- Sharing of previous bid results that help you to negotiate with your manufacturers
- On-Site Survey of client requirements including mapping all devices
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site
- Schedule and coordinate Vendor meeting with Client
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected costs
- Manage and audit installation
- Capture final meter reads and close books on old devices & contracts

Vendor Ongoing Support

- Yearly meter reads
- Simplified Billing: SPC manages billing and payment directly with Client and Vendor
- STARDoc: System for Tracking And Reporting Documents... Manages the budget
- Annual Reports that flag machines that are being overused and underused thus improving reliability
- Mediating warranty issues in sensitive locations

Why do some vendors hesitate to bid?

- Vendors worry that bidding will reduce their margins
- If word gets out on pricing, they feel that their other customers will call and ask for similar prices
- Lose control of their account as winning bidder may beat their pricing
- SPC bids are designed to keep specs equal for all, no chance of providing a lesser piece of equipment

SPC managed over 4,500 Photocopiers and Printers last year.

Our relationship with our vendors has never been stronger!



STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budget as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and total costs district-wide
- Volume or cost pages allow you to pinpoint specific machines on the floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

Map your devices on Floorplans

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device Information tab allows easy access to the printer/copier web interface
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

Floorplan Administration

- Allows IT and Business Manager to move devices around on floorplan
- Paper trail of device locations after summer break
- Shows Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

- Control Access and Permissions to STARDoc
- Toggle Email All (Toner Alerts, Service Alerts, Monthly Audits)

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Non-Reporting Device listing for devices that haven't reported for more than two weeks
- Tracks additional non-contracted devices
- IP Addresses and MAC addresses imported automatically
- Strikethrough on machines that have been removed

Monthly Audits

- Monthly Cost Snapshot
- Shows number of devices not reporting to help improve projections accuracy

Last Sync Date

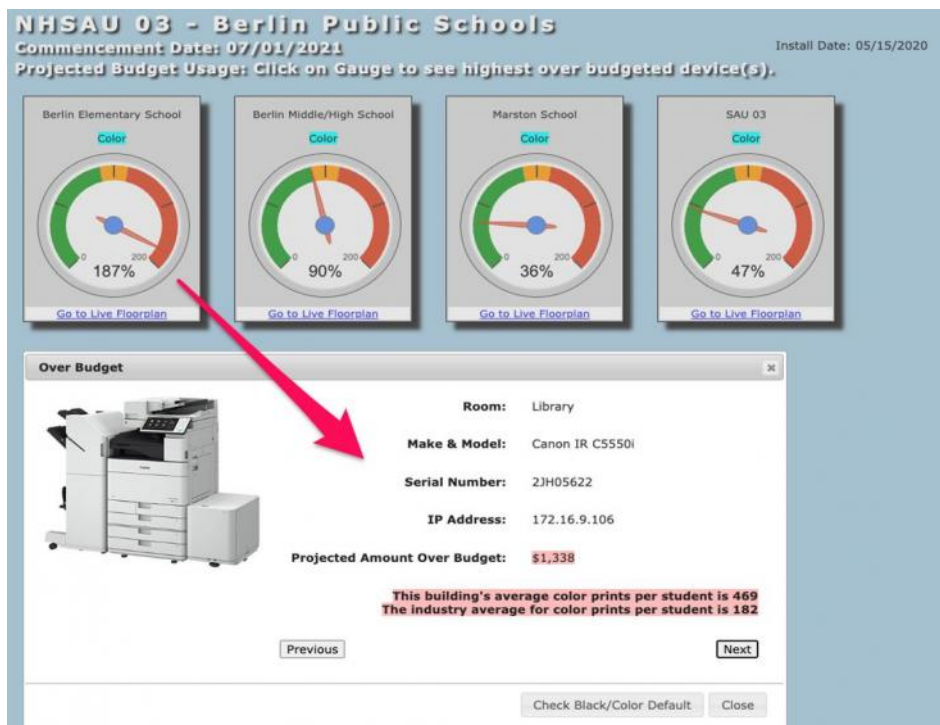
- Shows the last time FM Audit synced for equipment

Over-Budget Report

- Request service history on any machine right through STARDoc.
- Catch overused equipment early, before equipment begins to break down due to overuse.

Five-Year Fleet Management (FYFM)

- Interactive tool that examines printing habits
- Flags potential problem areas
- Helps identify equipment with high color usage



NEW VENDOR CATEGORIES

In the past we had two vendor categories: Cooperative and Uncooperative. In 2021 we added a third category:

Premier: defined as consistently providing ...

- Quality bids to SPC
- Quality service with a four-hour or less average response time
- Reliable equipment and competitive pricing
- Support to SPC and our mutual clients to resolve concerns
- **Current Premier Vendors**
 - Budget Document Technologies
 - Konica Minolta Business Solutions
 - National 1927
 - Ricoh USA
 - SymQuest Group

Cooperative: defined as ...

- Providing bids as required but lacking in one or more areas listed above, or they have yet to provide a history of strong support

Uncooperative: defined as ...

- Rarely submitting bids to SPC
- Encourages SPC clients to breach existing contracts and undermines SPC's bid process

WARRANTY RELIEF FUND

Why is it Needed?

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

Other Concerns:

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

Purpose:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

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

Who Benefits?

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

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

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

Other Concerns:

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

Purpose:

- To replace or add a machine when needed

Who Benefits?

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