

# 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

VISIT US ON THE WEB:  
[www.spccopypro.com](http://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

<b>Total Number of Machines</b>	<b>104</b>
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
<b># of Units Not in Use for FY22</b>	<b>2</b>
# of Units OFF Warranty**	0
<b># of Units Approaching End of Warranty (Printers from Last Upgrade)</b>	<b>36</b>
# 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 5<sup>th</sup>, 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 2<sup>nd</sup>, 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 1<sup>st</sup>, 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. <b>Service &amp; Supplies Color:</b>	\$29,618.44	\$23,223.89	\$23,223.89	\$27,351.78	\$27,351.78
2. <b>Service &amp; Supplies Black:</b>	\$19,966.13	\$17,228.26	\$17,228.26	\$18,154.11	\$18,154.11
3. <b>Annual Muni Lease:</b>	\$63,060.84	\$63,060.84	\$74,685.52	\$63,060.84	\$69,799.69
4. <b>Forced Upgrades (#7 Owned Printers):</b>	\$800.00	\$00.00	\$00.00	\$00.00	\$00.00
<b>Totals with Papercut:</b>	\$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**

<b>Building</b>	<b>Room</b>	<b>Make/Model</b>	<b>Serial Number</b>	<b>Vendor</b>	<b>Intro Date</b>
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**

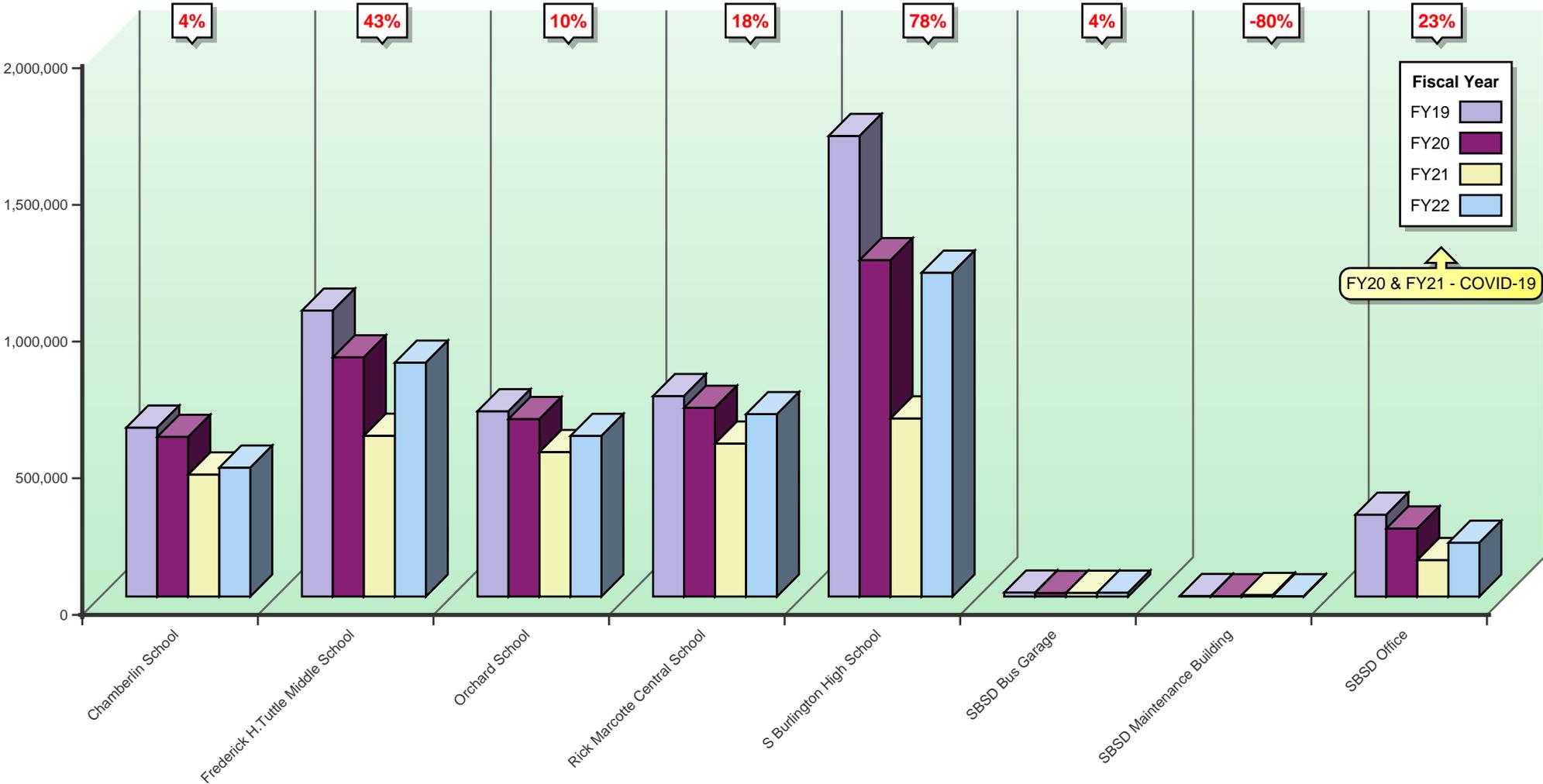
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Make - Model	Serial Number	IP Address	Last Update
CANON TX-3000	BAHY01324	172.18.30.5	2022-11-15 05:36:32

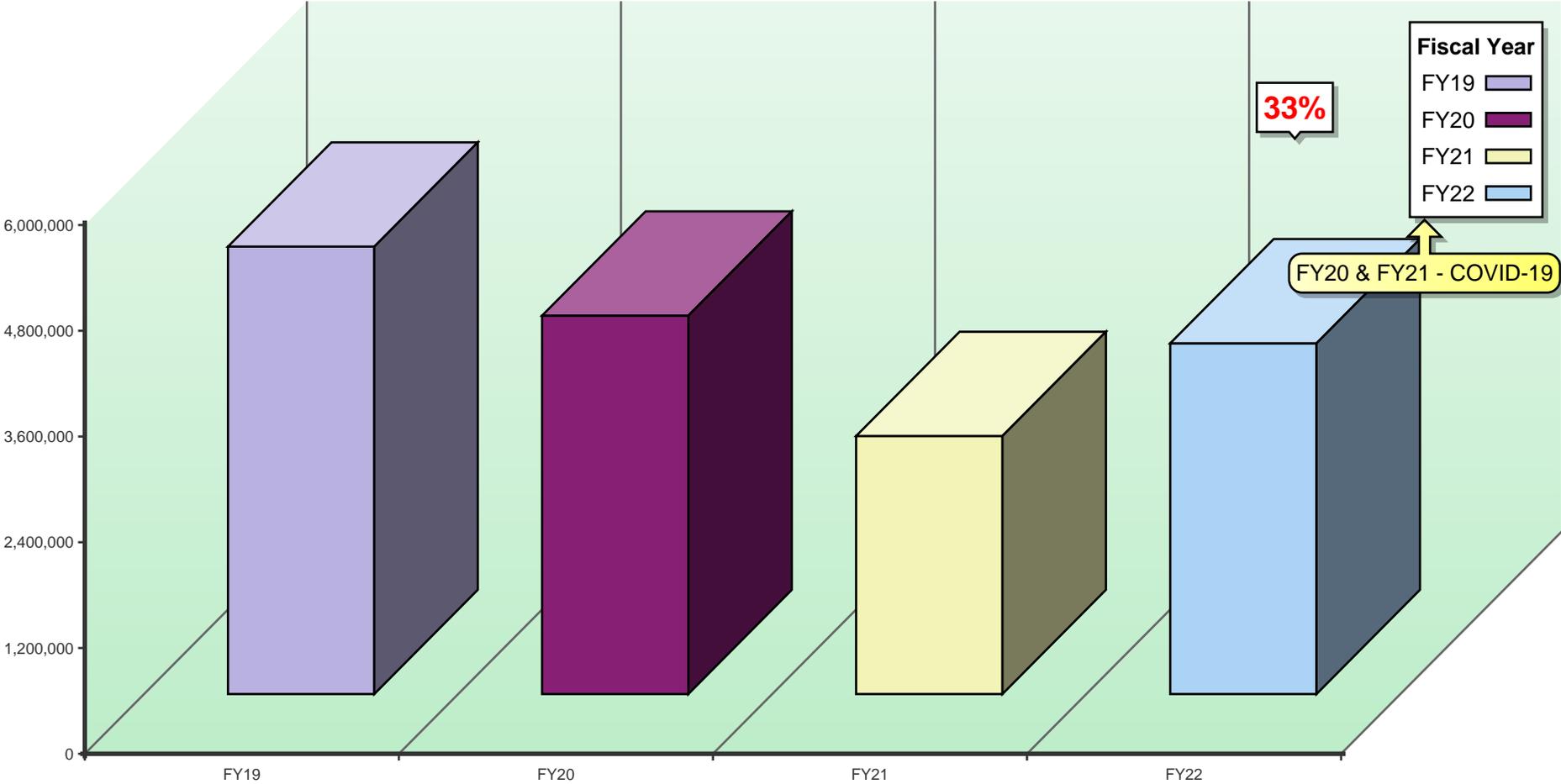
With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average 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.

<b>Building</b>	<b>Student Population</b>	<b>Annual Black Volume</b>	<b>Total School Cost*</b>	<b>Average Annual Black Prints Per Student</b>	<b>Average Annual Black Cost Per Student</b>
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
<b>Totals</b>	<b>2,733</b>	<b>3,980,122</b>	<b>\$113,393.88</b>	<b>1,456</b>	<b>\$41.49</b>

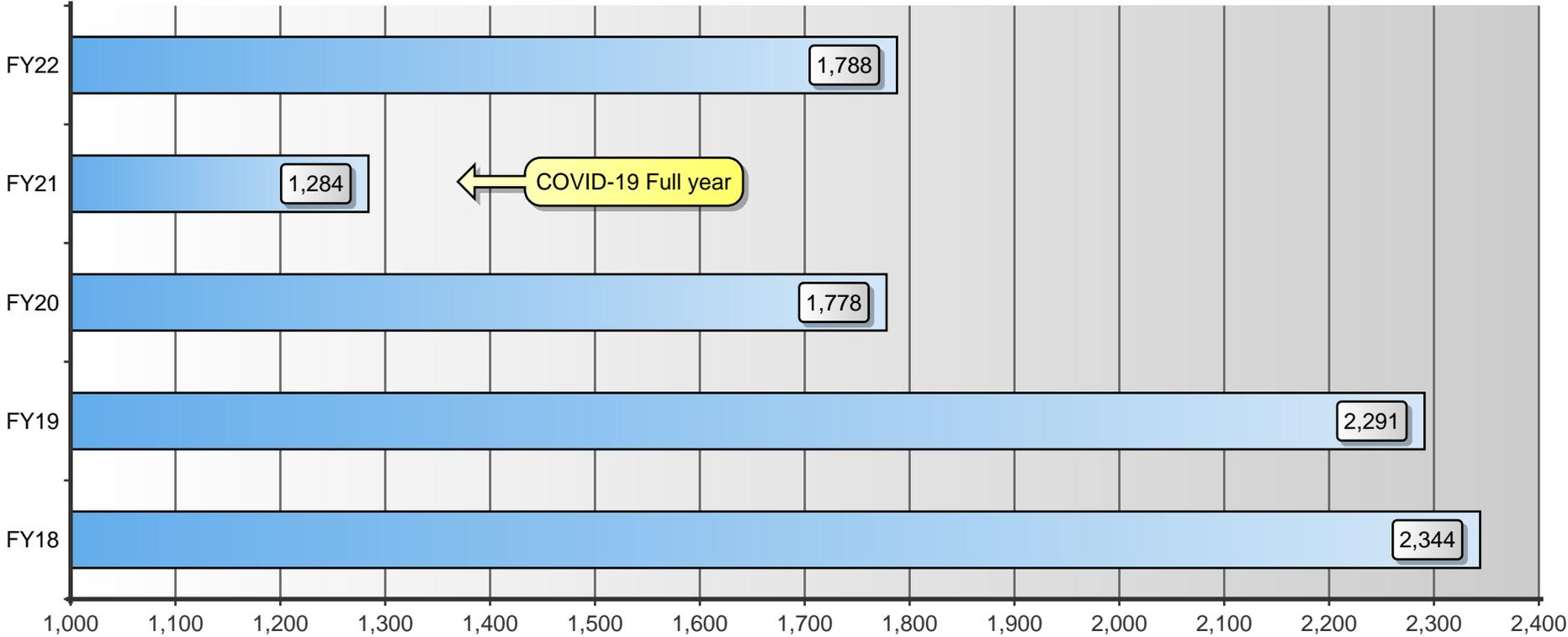
\*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

# INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

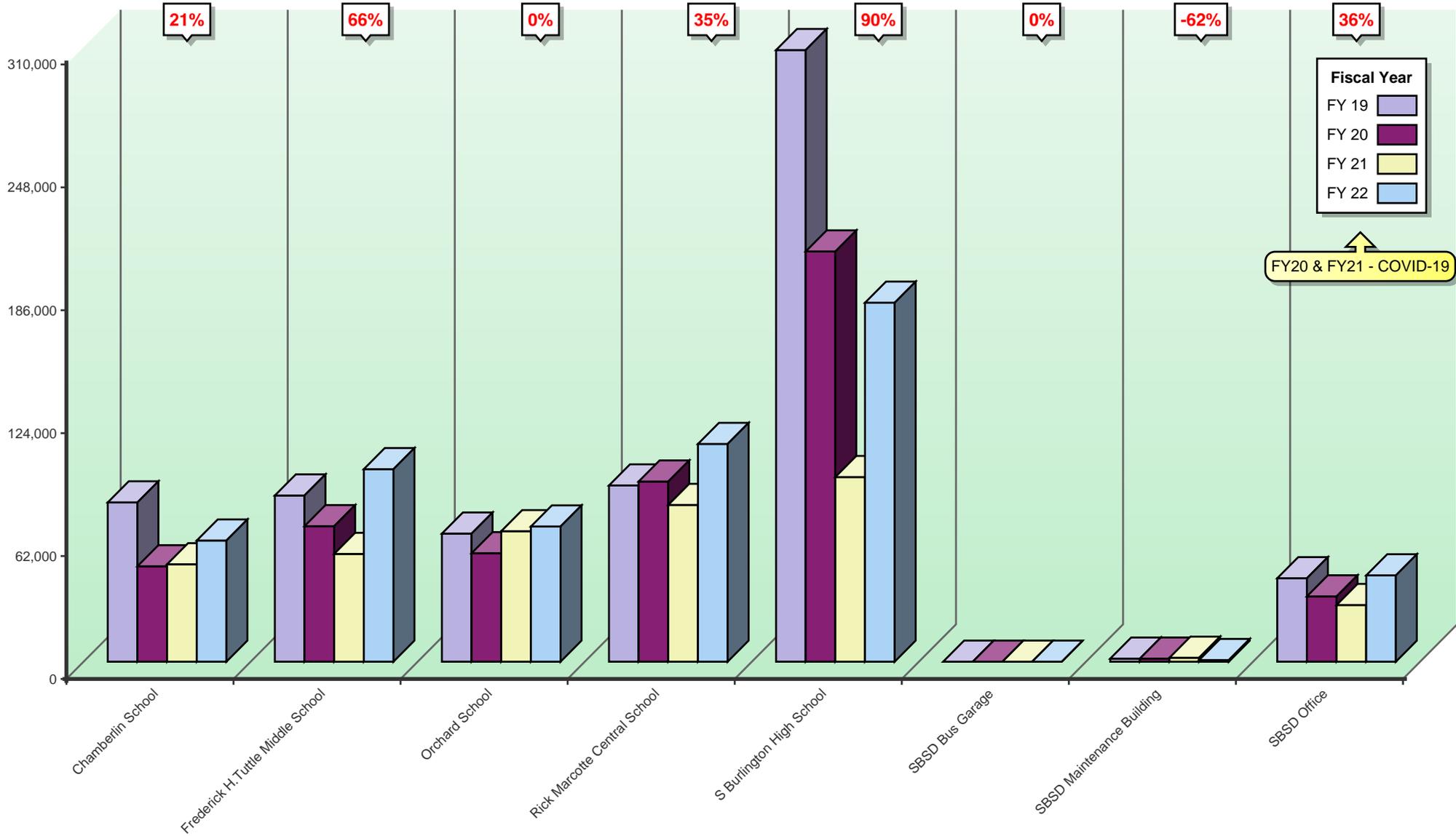
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

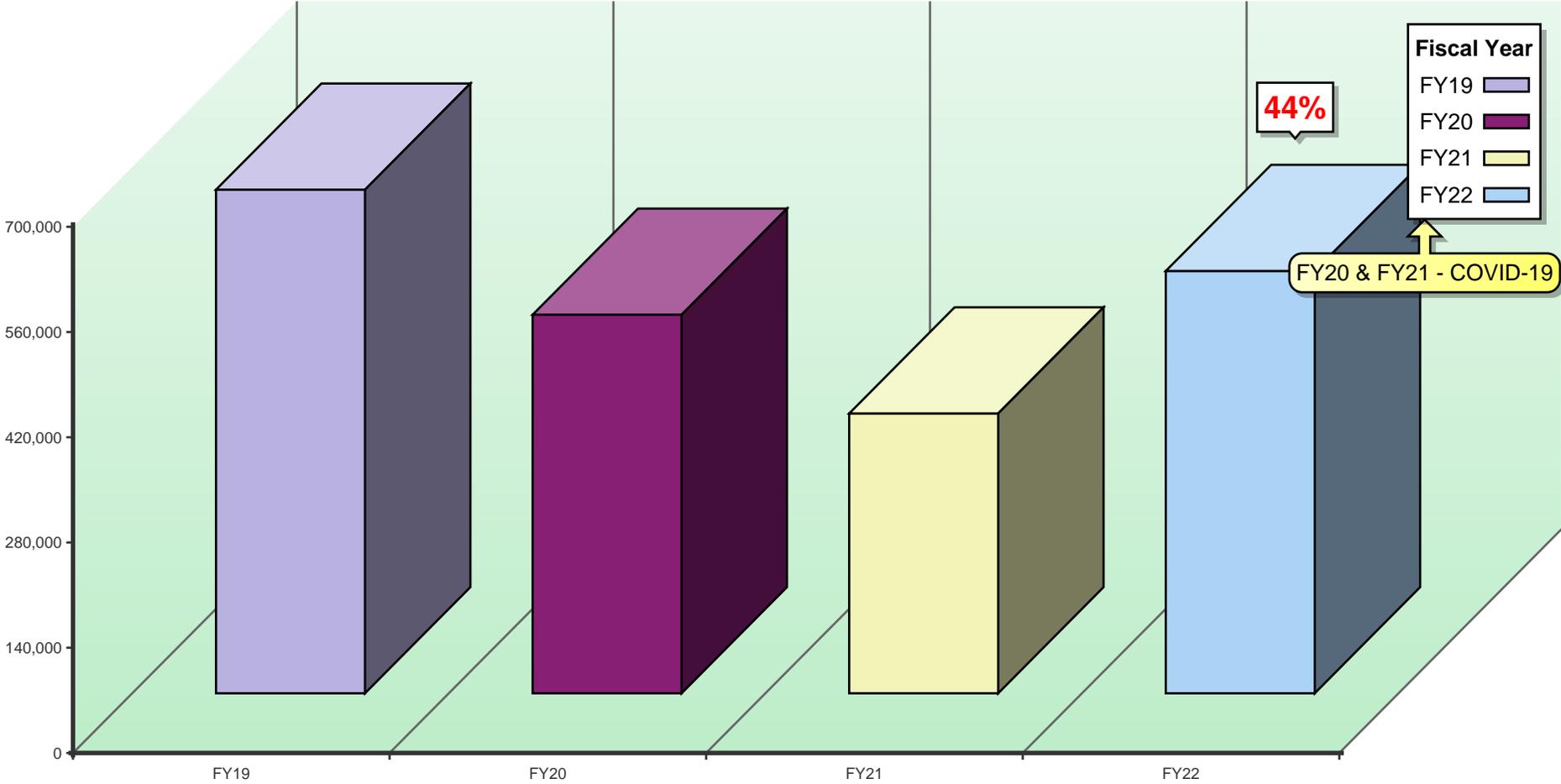
\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



# 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
<b>Totals</b>	<b>2,733</b>	<b>561,828</b>	<b>\$21,973.53</b>	<b>206</b>	<b>\$8.04</b>

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

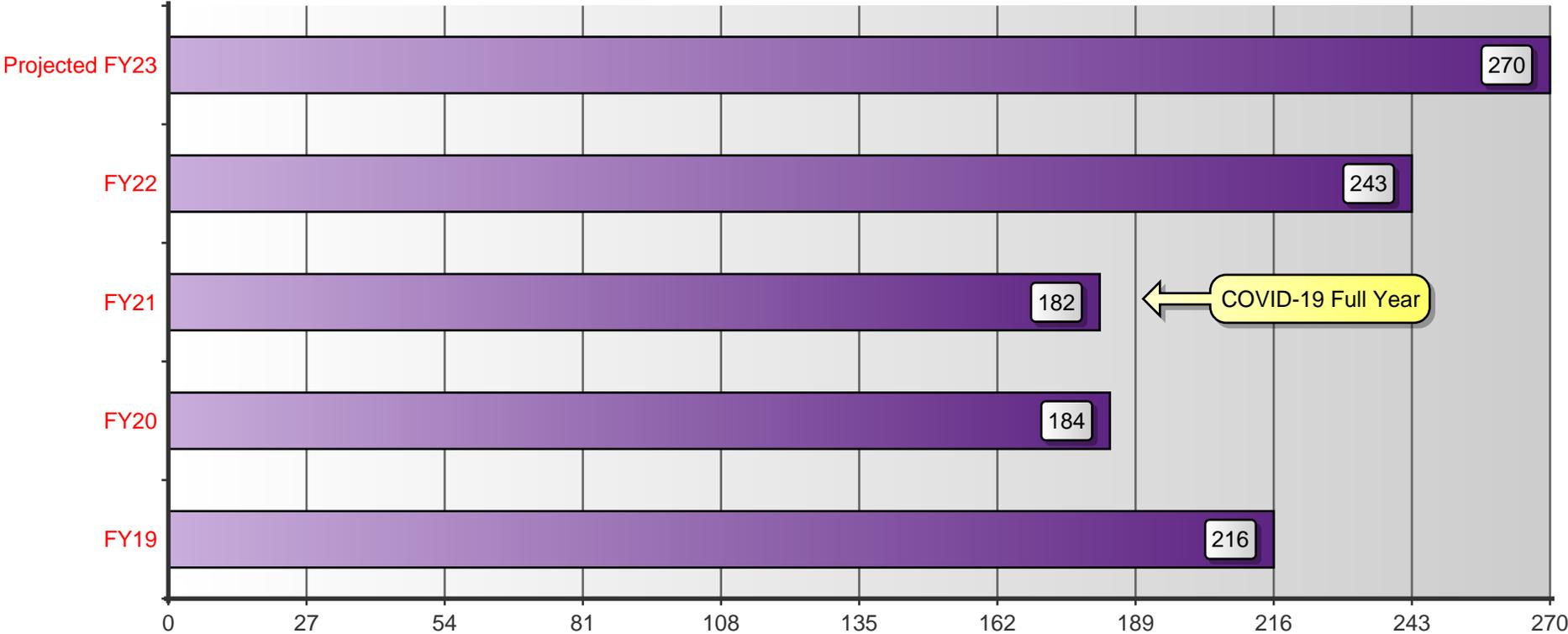
Note: STARDoc tool will flag any future high color usage. See page 65 of STARDoc Features. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 206 per student. Please contact our SPC technical team to provide training to your staff if your usage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

# INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

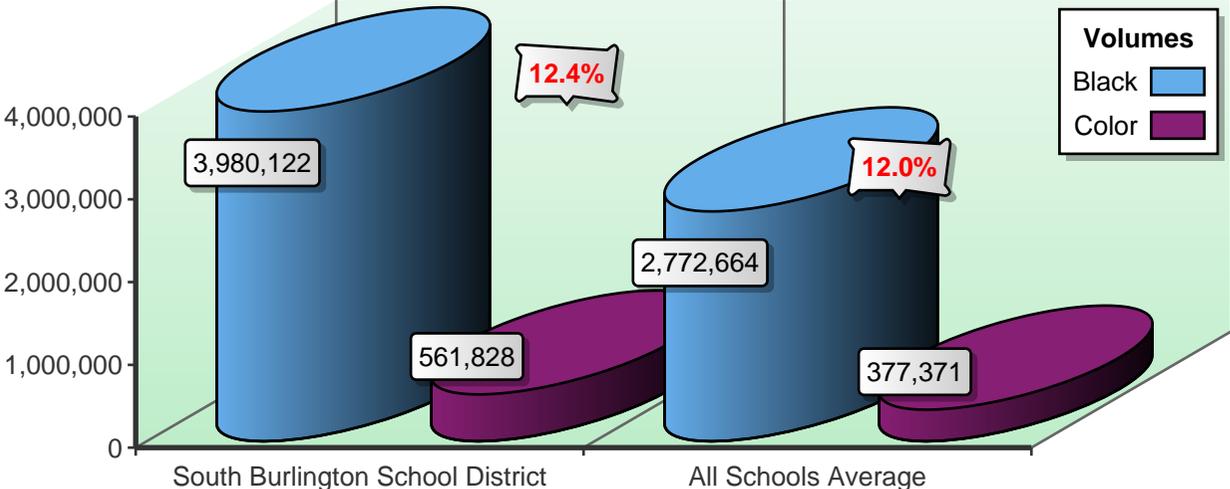
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

**Library**

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

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

Kyocera P2135DN / 37 PPM LVK6X53729 / V1061 750,000 / 03/2014 Black Network Printer / NATIONAL	11,284 0	12,455 0	1,171 0	\$0.00629 \$7.37 \$0.00000 \$0.00	8 years from Intro.
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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
<b>Main Office</b>					
Kyocera TASKalfa 4053ci / 40 PPM RFB0203986 / V0924 1,000,000 / 02/2019 Color Photocopier / NATIONAL	28,509  43,519	60,162  97,400	31,653  53,881	\$0.00287 \$90.84 \$0.03405 \$1,834.65	None at this time.
<b>Nurse's Office</b>					
Kyocera M2640idw / 42 PPM VCM9Z09246 / V1024 1,000,000 / 01/2017 Black Laser MFP / NATIONAL	1,050  0	2,184  0	1,134  0	\$0.00629 \$7.13 \$0.00000 \$0.00	None at this time.
<b>Room 1 - Office</b>					
Kyocera P2135DN / 37 PPM LVK6X53736 / V1067 750,000 / 03/2014 Black Network Printer / NATIONAL	12,833  0	15,133  0	2,300  0	\$0.00629 \$14.47 \$0.00000 \$0.00	8 years from Intro.
<b>Room 13</b>					
Kyocera P2135DN / 37 PPM LVK6X53724 / V1074 750,000 / 03/2014 Black Network Printer / NATIONAL	19,355  0	19,449  0	94  0	\$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
<b>Room 16</b>					
Kyocera P3155dn / 57 PPM R4A9Y07548 / V1005 3,000,000 / 06/2020 Black Network Printer / NATIONAL	2,439 0	4,687 0	2,248 0	\$0.00629 \$14.14 \$0.00000 \$0.00	None at this time.
<b>Room 17</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0600639 / V0936 5,000,000 / 10/2019 Black Photocopier / NATIONAL	95,066 0	205,475 0	110,409 0	\$0.00287 \$316.87 \$0.00000 \$0.00	None at this time.
<b>Room 18/19 Project Room</b>					
Kyocera P2135DN / 37 PPM LVK6X53734 / V1063 750,000 / 03/2014 Black Network Printer / NATIONAL	21,121 0	25,473 0	4,352 0	\$0.00629 \$27.37 \$0.00000 \$0.00	8 years from Intro.
<b>Staff Room</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0600638 / V0939 5,000,000 / 10/2019 Black Photocopier / NATIONAL	147,868 0	291,972 0	144,104 0	\$0.00287 \$413.58 \$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
<b>Staff Room</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0600620 / V0943 5,000,000 / 10/2019 Black Photocopier / NATIONAL	151,056  0	314,419  0	163,363  0	\$0.00287 \$468.85 \$0.00000 \$0.00	None at this time.
		<b>Subtotal Black</b>	<b>471,722</b>	<b>\$1,429.74</b>	
		<b>Subtotal Color</b>	<b>61,127</b>	<b>\$2,252.81</b>	

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
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**Frederick H.Tuttle Middle School**

**Custodial Office**

Kyocera P3155dn / 57 PPM R4A9Y07550 / V1003 3,000,000 / 06/2020 Black Network Printer/NATIONAL	768 0	1,168 0	400 0	\$0.00629 \$2.52 \$0.00000 \$0.00	None at this time.
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**Guidance**

Kyocera P3155dn / 57 PPM R4A9Y07547 / V1002 3,000,000 / 06/2020 Black Network Printer / NATIONAL	7,367 0	12,013 0	4,646 0	\$0.00629 \$29.22 \$0.00000 \$0.00	None at this time.
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**Kitchen**

Kyocera M2535DN / 37 PPM LVZ6633792 / V1054 750,000 / 03/2014 Black Laser MFP / NATIONAL	23,775 0	29,107 0	5,332 0	\$0.00629 \$33.54 \$0.00000 \$0.00	8 years from Intro.
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**Library**

Kyocera P3155dn / 57 PPM R4A9Y07546 / V1001 3,000,000 / 06/2020 Black Network Printer / NATIONAL	11,563 0	32,923 0	21,360 0	\$0.00629 \$134.35 \$0.00000 \$0.00	None at this time.
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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
<b>Main Office</b>					
Kyocera TASKalfa 4053ci / 40 PPM RFB0204007 / V0925 1,000,000 / 02/2019 Color Photocopier / NATIONAL	22,536  42,210	52,685  117,219	30,149  75,009	\$0.00287 \$86.53 \$0.03405 \$2,554.06	None at this time.
<b>Main Office</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0500543 / V0938 5,000,000 / 10/2019 Black Photocopier / NATIONAL	114,324  0	331,000  0	216,676  0	\$0.00287 \$621.86 \$0.00000 \$0.00	None at this time.
<b>Nurse's Office</b>					
Kyocera M2535DN / 37 PPM LVZ6633784 / V1072 750,000 / 03/2014 Black Laser MFP / NATIONAL	7,417  0	11,283  0	3,866  0	\$0.00629 \$24.32 \$0.00000 \$0.00	8 years from Intro.
<b>Room 101</b>					
Kyocera P2135DN / 37 PPM LVK6X55187 / V1043 750,000 / 03/2014 Black Network Printer / NATIONAL	11,450  0	16,284  0	4,834  0	\$0.00629 \$30.41 \$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
<b>Room 168</b>					
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	
<b>Room 221</b>					
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	
<b>Room 221</b>					
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	
<b>Room 223</b>					
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
<b>Room 224 Lab</b>					
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	
<b>Room 233</b>					
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	
<b>Room 238</b>					
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	
<b>Room 244</b>					
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
<b>Room 260</b>					
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	
<b>Room 267</b>					
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	
<b>Room 274</b>					
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	
<b>Room E265</b>					
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
<b>Room W139</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0600637 / V0935 5,000,000 / 10/2019 Black Photocopier / NATIONAL	141,898  0	389,162  0	247,264  0	\$0.00287 \$709.65 \$0.00000 \$0.00	None at this time.
		<b>Subtotal Black</b>	<b>855,712</b>	<b>\$2,772.98</b>	
		<b>Subtotal Color</b>	<b>97,135</b>	<b>\$3,830.95</b>	

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
<b>Orchard School</b>					
<b>2/3 Hall Closet</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0500574 / V0932 5,000,000 / 10/2019 Black Photocopier/NATIONAL	258,690  0	510,820  0	252,130  0	\$0.00287 \$723.61 \$0.00000 \$0.00	None at this time.
<b>4/5 Project Room</b>					
Kyocera P2040dw / 40 PPM VD27306821 / V1029 1,000,000 / 04/2017 Black Network Printer / NATIONAL	41,585  0	51,599  0	10,014  0	\$0.00629 \$62.99 \$0.00000 \$0.00	None at this time.
<b>Library Tech Alley</b>					
Kyocera P6130cdn / 32 PPM V5Q6403028 / V1064 750,000 / 06/2015 Color Network Printer / NATIONAL	22,449  92,614	26,572  128,473	4,123  35,859	\$0.00629 \$25.93 \$0.05771 \$2,069.42	7 years from Intro.
<b>Main Office</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0600634 / V0931 5,000,000 / 10/2019 Black Photocopier / NATIONAL	212,072  0	480,988  0	268,916  0	\$0.00287 \$771.79 \$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
<b>Main Office</b>					
Kyocera TASKalfa 4053ci / 40 PPM RFB0203945 / V0929 1,000,000 / 02/2019 Color Photocopier / NATIONAL	37,342	83,623	46,281	\$0.00287 \$132.83 \$0.03405 \$1,092.60	None at this time.
<b>Room 16 Guidance</b>					
Kyocera P2040dw / 40 PPM VD27305552 / V1053 1,000,000 / 04/2017 Black Network Printer / NATIONAL	32,219	34,646	2,427	\$0.00629 \$15.27 \$0.00000 \$0.00	None at this time.
<b>Room 27 SPED</b>					
Kyocera P2135DN / 37 PPM LVK6X55194 / V1065 750,000 / 03/2014 Black Network Printer / NATIONAL	21,864	25,656	3,792	\$0.00629 \$23.85 \$0.00000 \$0.00	8 years from Intro.
<b>Trailer</b>					
Kyocera M6630cidn / 32 PPM RBW1Z05018 / 750,000 / 06/2018 Color Laser MFP / NATIONAL	0	187	187	\$0.00629 \$1.18 \$0.05771 \$15.81	None at this time.
<b>Subtotal Black</b>			<b>587,870</b>	<b>\$1,757.44</b>	
<b>Subtotal Color</b>			<b>68,221</b>	<b>\$3,177.83</b>	

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
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**Rick Marcotte Central School**

**Front SPED Office**

Kyocera P3155dn / 57 PPM R4A9Y07545 / V1006 3,000,000 / 06/2020 Black Network Printer/NATIONAL	9 0	9 0	0 0	\$0.00629 \$0.00 \$0.00000 \$0.00	Not in use for FY22.
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**Grade 5 Project Room**

Kyocera P3155dn / 57 PPM R4A9Y0754I / V1011 3,000,000 / 06/2020 Black Network Printer / NATIONAL	15,424 0	32,118 0	16,694 0	\$0.00629 \$105.01 \$0.00000 \$0.00	None at this time.
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**Library**

Kyocera P3155dn / 57 PPM R4A9Y07540 / V1007 3,000,000 / 06/2020 Black Network Printer / NATIONAL	2,645 0	5,525 0	2,880 0	\$0.00629 \$18.12 \$0.00000 \$0.00	None at this time.
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**Main Office**

Kyocera M2640idw / 42 PPM VCM9Z08995 / V1090 1,000,000 / 01/2017 Black Laser MFP / NATIONAL	3,012 0	8,412 0	5,400 0	\$0.00629 \$33.97 \$0.00000 \$0.00	None at this time.
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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
<b>Main Office</b>					
Kyocera P3155dn / 57 PPM R4A9Y07543 / V1008 3,000,000 / 06/2020 Black Network Printer / NATIONAL	15,714  0	44,781  0	29,067  0	\$0.00629 \$182.83 \$0.00000 \$0.00	None at this time.
<b>Main Office Hallway</b>					
Kyocera TASKalfa 4053ci / 40 PPM RFB9601618 / V0947 1,000,000 / 02/2019 Color Photocopier / NATIONAL	34,974  79,097	99,894  188,940	64,920  109,843	\$0.00287 \$186.32 \$0.03405 \$3,740.15	None at this time.
<b>Nurse's Office</b>					
Kyocera M2640idw / 42 PPM VCM9Z09247 / V1025 1,000,000 / 01/2017 Black Laser MFP / NATIONAL	1,107  0	2,755  0	1,648  0	\$0.00629 \$10.37 \$0.00000 \$0.00	None at this time.
<b>Primary Wing Storage Closet</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0600635 / V0940 5,000,000 / 10/2019 Black Photocopier / NATIONAL	195,236  0	388,282  0	193,046  0	\$0.00287 \$554.04 \$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
<b>Primary Wing Storage Closet</b>					
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	
<b>Room 116 Music</b>					
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	
<b>Room C2 Vader</b>					
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	
<b>Room C2 Yoda</b>					
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
<b>Special Education Office</b>					
Kyocera P3155dn / 57 PPM R4A9Y07534 / V1012 3,000,000 / 06/2020 Black Network Printer / NATIONAL	17,346	35,663	18,317	\$0.00629 \$115.21	None at this time.
	0	0	0	\$0.00000 \$0.00	
		<b>Subtotal Black</b>	<b>667,479</b>	<b>\$2,192.73</b>	
		<b>Subtotal Color</b>	<b>109,843</b>	<b>\$3,740.15</b>	

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
<b>S Burlington High School</b>					
<b>2nd Floor Copy</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0600628 / V0942 5,000,000 / 10/2019 Black Photocopier/NATIONAL	11,635  0	58,508  0	46,873  0	\$0.00287 \$134.53 \$0.00000 \$0.00	None at this time.
<b>Athletics Office</b>					
Kyocera M2635dw / 35 PPM VCA6X00717 / V1039 750,000 / 03/2017 Black Laser MFP / NATIONAL	21,489  0	23,854  0	2,365  0	\$0.00629 \$14.88 \$0.00000 \$0.00	None at this time.
<b>Attendance Office</b>					
Kyocera P3155dn / 57 PPM R4A9Y07542 / V1013 3,000,000 / 06/2020 Black Network Printer / NATIONAL	8,448  0	25,110  0	16,662  0	\$0.00629 \$104.80 \$0.00000 \$0.00	None at this time.
<b>Career Center</b>					
Kyocera P2135DN / 37 PPM LVK6X55180 / V1060 750,000 / 03/2014 Black Network Printer / NATIONAL	52,383  0	52,638  0	255  0	\$0.00629 \$1.60 \$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
<b>Custodial Office</b>					
Kyocera P2040dw / 40 PPM VD26Z03744 / V1049 1,000,000 / 04/2017 Black Network Printer / NATIONAL	8,835  0	11,899  0	3,064  0	\$0.00629 \$19.27 \$0.00000 \$0.00	None at this time.
<b>Guidance Office</b>					
Kyocera TASKalfa 5053ci / 50 PPM RF70405869 / V0928 3,000,000 / 02/2019 Color Photocopier / NATIONAL	10,690  5,345	30,154  18,797	19,464  13,452	\$0.00287 \$55.86 \$0.03405 \$458.04	None at this time.
<b>Guidance Office</b>					
Kyocera P3155dn / 57 PPM R4A9Y07536 / V1015 3,000,000 / 06/2020 Black Network Printer / NATIONAL	338  0	338  0	0  0	\$0.00629 \$0.00 \$0.00000 \$0.00	Not in use for FY22.
<b>Health Office</b>					
Kyocera P2135DN / 37 PPM LVK6X53735 / V1075 750,000 / 03/2014 Black Network Printer / NATIONAL	42,639  0	43,671  0	1,032  0	\$0.00629 \$6.49 \$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
<b>IT Storage</b>					
Kyocera P2135DN / 37 PPM LVK6X53725 / V1041 750,000 / 03/2014 Black Network Printer / NATIONAL	10,896  0	10,915  0	19  0	\$0.00629 \$0.12 \$0.00000 \$0.00	8 years from Intro.
<b>Kitchen</b>					
Kyocera P2040dw / 40 PPM VD27409231 / V1032 1,000,000 / 04/2017 Black Network Printer / NATIONAL	3,828  0	5,832  0	2,004  0	\$0.00629 \$12.61 \$0.00000 \$0.00	None at this time.
<b>Main Library</b>					
Kyocera P3155dn / 57 PPM R4A9Y07535 / V1014 3,000,000 / 06/2020 Black Network Printer / NATIONAL	9,261  0	37,970  0	28,709  0	\$0.00629 \$180.58 \$0.00000 \$0.00	None at this time.
<b>Main Office</b>					
Kyocera 306CI / 30 PPM V7E7Y04248 / V1076 750,000 / 07/2016 Color Laser MFP / NATIONAL	18,295  25,382	25,907  31,830	7,612  6,448	\$0.00359 \$27.33 \$0.03835 \$247.28	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
<b>Main Office</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0600643 / V0944 5,000,000 / 10/2019 Black Photocopier / NATIONAL	81,374 0	298,999 0	217,625 0	\$0.00287 \$624.58 \$0.00000 \$0.00	None at this time.
<b>Math Office</b>					
Kyocera P3155dn / 57 PPM R4A9Y07538 / V1016 3,000,000 / 06/2020 Black Network Printer / NATIONAL	2,576 0	20,596 0	18,020 0	\$0.00629 \$113.35 \$0.00000 \$0.00	None at this time.
<b>Music Office</b>					
Kyocera P2135DN / 37 PPM LVK6X53727 / V1050 750,000 / 03/2014 Black Network Printer / NATIONAL	10,052 0	12,089 0	2,037 0	\$0.00629 \$12.81 \$0.00000 \$0.00	8 years from Intro.
<b>Nurse's Office</b>					
Kyocera M2640idw / 42 PPM VCM9Z09245 / V1026 1,000,000 / 01/2017 Black Laser MFP / NATIONAL	3,665 0	7,491 0	3,826 0	\$0.00629 \$24.07 \$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
<b>Room 101</b>					
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	
<b>Room 105</b>					
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	
<b>Room III</b>					
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	
<b>Room II2 - AV Lab</b>					
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
<b>Room 112 - AV Lab</b>					
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	
<b>Room 114</b>					
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	
<b>Room 124</b>					
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	
<b>Room 138</b>					
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
<b>Room 138B - Library Copy Room</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0600633 / V0934 5,000,000 / 10/2019 Black Photocopier / NATIONAL	104,452  0	166,730  0	62,278  0	\$0.00287 \$178.74 \$0.00000 \$0.00	None at this time.
<b>Room 139</b>					
Kyocera P2135DN / 37 PPM LVK6X53726 / V1037 750,000 / 03/2014 Black Network Printer / NATIONAL	3,540  0	3,756  0	216  0	\$0.00629 \$1.36 \$0.00000 \$0.00	8 years from Intro.
<b>Room 141</b>					
Kyocera P6130cdn / 32 PPM V5Q5901836 / V1033 750,000 / 06/2015 Color Network Printer / NATIONAL	3,209  10,345	4,119  12,961	910  2,616	\$0.00629 \$5.72 \$0.05771 \$150.97	7 years from Intro.
<b>Room 204</b>					
Kyocera P3155dn / 57 PPM R4A0518519 / V1017 3,000,000 / 06/2020 Black Network Printer / NATIONAL	11,533  0	39,290  0	27,757  0	\$0.00629 \$174.59 \$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
<b>Room 205</b>					
Kyocera P3155dn / 57 PPM R4A0518581 / V1018 3,000,000 / 06/2020 Black Network Printer / NATIONAL	39 0	41 0	2 0	\$0.00629 \$0.01 \$0.00000 \$0.00	None at this time.
<b>Room 206</b>					
Kyocera P3155dn / 57 PPM R4A0518574 / V1020 3,000,000 / 06/2020 Black Network Printer / NATIONAL	1,008 0	2,745 0	1,737 0	\$0.00629 \$10.93 \$0.00000 \$0.00	None at this time.
<b>Room 220 Office</b>					
Kyocera M2640idw / 42 PPM VCM9Z09250 / V1027 1,000,000 / 01/2017 Black Laser MFP / NATIONAL	670 0	4,411 0	3,741 0	\$0.00629 \$23.53 \$0.00000 \$0.00	None at this time.
<b>Room 232 Work Room</b>					
Kyocera P2135DN / 37 PPM LVK6X53732 / V1040 750,000 / 03/2014 Black Network Printer / NATIONAL	9,851 0	12,130 0	2,279 0	\$0.00629 \$14.33 \$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
<b>Room 235</b>					
Kyocera P3155dn / 57 PPM R4A04I7630 / V1019 3,000,000 / 06/2020 Black Network Printer / NATIONAL	2,775 0	4,654 0	1,879 0	\$0.00629 \$11.82 \$0.00000 \$0.00	None at this time.
<b>Room 240</b>					
Kyocera P6130cdn / 32 PPM V5Q7X06022 / V1073 750,000 / 06/2015 Color Network Printer / NATIONAL	3,006 9,972	5,583 14,098	2,577 4,126	\$0.00629 \$16.21 \$0.05771 \$238.11	7 years from Intro.
<b>Room 241</b>					
Kyocera P2135DN / 37 PPM LVK6X53719 / V1038 750,000 / 03/2014 Black Network Printer / NATIONAL	13,111 0	16,100 0	2,989 0	\$0.00629 \$18.80 \$0.00000 \$0.00	8 years from Intro.
<b>Science</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0500572 / V0933 5,000,000 / 10/2019 Black Photocopier / NATIONAL	175,389 0	540,263 0	364,874 0	\$0.00287 \$1,047.19 \$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
<b>Science Office 230</b>					
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	
<b>Tripple S Office</b>					
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	
		<b>Subtotal Black</b>	<b>1,184,865</b>	<b>\$3,910.16</b>	
		<b>Subtotal Color</b>	<b>181,097</b>	<b>\$6,353.64</b>	

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
<b>SBSD Bus Garage</b>					
<b>Break Room</b>					
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.
<b>Manager's Office</b>					
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.
		<b>Subtotal Black</b>	<b>14,314</b>	<b>\$90.04</b>	
		<b>Subtotal Color</b>	<b>0</b>	<b>\$0.00</b>	

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
<b>SBSD Maintenance Building</b>					
<b>Maint. Office</b>					
Kyocera 306CI / 30 PPM V9W6601966 / V0753 750,000 / 07/2016 Color Laser MFP/NATIONAL	8,489	9,718	1,229	\$0.00359	None at this time.
				\$4.41	
	7,572	8,421	849	\$0.03835	
				\$32.56	
			<b>Subtotal Black</b>	<b>1,229</b>	<b>\$4.41</b>
			<b>Subtotal Color</b>	<b>849</b>	<b>\$32.56</b>

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
<b>SBSD Office</b>					
<b>Business Office (HS)</b>					
Kyocera TASKalfa 5053ci / 50 PPM RF70405905 / V0923 3,000,000 / 02/2019 Color Photocopier/NATIONAL	36,018	84,080	48,062	\$0.00287 \$137.94 \$0.03405 \$687.74	None at this time.
<b>Business Office (MICR)</b>					
HP Laser Jet 600 M604 / 52 PPM CNDCJCG124 / V1071 2,000,000 / 04/2015 Black Network Printer / NATIONAL	82,017	100,488	18,471	\$0.00629 \$116.18 \$0.00000 \$0.00	7 years from Intro.
<b>Central Office</b>					
Kyocera P2040dw / 40 PPM VD28116803 / V1068 1,000,000 / 04/2017 Black Network Printer / NATIONAL	17,726	26,928	9,202	\$0.00629 \$57.88 \$0.00000 \$0.00	None at this time.
<b>Central Office</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG0500565 / V0930 5,000,000 / 10/2019 Black Photocopier / NATIONAL	35,929	94,585	58,656	\$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
<b>Central Office (MS)</b>					
Kyocera TASKalfa 4053ci / 40 PPM RFB0204004 / V0927 1,000,000 / 02/2019 Color Photocopier / NATIONAL	17,659	44,665	27,006	\$0.00287 \$77.51 \$0.03405 \$674.63	None at this time.
<b>Central Office - Maura</b>					
Kyocera M2535DN / 37 PPM LVZ6633782 / V1066 750,000 / 03/2014 Black Laser MFP / NATIONAL	23,795	30,511	6,716	\$0.00629 \$42.24 \$0.00000 \$0.00	8 years from Intro.
<b>IT Help Desk</b>					
Kyocera 306CI / 30 PPM V9W6601972 / V1052 750,000 / 07/2016 Color Laser MFP / NATIONAL	3,606	4,391	785	\$0.00359 \$2.82 \$0.03835 \$20.59	None at this time.
<b>Office</b>					
Kyocera TASKalfa 4053ci / 40 PPM RFB1907605 / V1182 1,000,000 / 02/2019 Color Photocopier / NATIONAL	0	8,688	8,688	\$0.00287 \$24.93 \$0.03405 \$23.80	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
<b>SPED</b>					
Kyocera P6230cdn / 32 PPM RCB0504078 / V1023 750,000 / 06/2018 Color Network Printer / NATIONAL	18,725	38,070	19,345	\$0.00629 \$121.68 \$0.05771 \$133.25	None at this time.
		<b>Subtotal Black</b>	<b>196,931</b>	<b>\$749.53</b>	
		<b>Subtotal Color</b>	<b>43,556</b>	<b>\$1,540.02</b>	
		<b>Overall Black Totals</b>	<b>3,980,122</b>	<b>\$12,907.03</b>	
		<b>Overall Color Totals</b>	<b>561,828</b>	<b>\$20,927.97</b>	<b>Your Avg Color CPC is \$0.0372</b>

# 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 x 14 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
<b>TOTALS</b>	<b>3,980,122</b>	<b>\$13,538.06</b>	<b>\$25,170.29</b>	<b>\$74,685.53</b>	<b>\$113,393.88</b>

**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
<b>Totals</b>		<b>73,469,937</b>	<b>1,432</b>			<b>\$412,071.62</b>	<b>\$2,060,358.10</b>	

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

<b>TOTALS</b>	<b>82,468,260</b>	<b>69,686,229</b>	<b>73,469,937</b>	
<b>Total New Clients</b>	<b>14,950,000</b>	<b>41,249,400</b>	<b>17,952,178</b>	<< 8 Clients
<b>Total Existing Clients</b>	<b>67,518,260</b>	<b>28,436,829</b>	<b>55,517,759</b>	<< 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
<b>TOTALS</b>		<b>73,469,937</b>	<b>1,432</b>

# 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
<b>TOTALS</b>	<b>561,828</b>	<b>\$21,973.53</b>

**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
<b>TOTALS AND AVERAGES</b>		<b>3,980,122</b>	<b>\$0.00324</b>	<b>\$12,907.03</b>	<b>\$0.00340</b>	<b>\$13,538.06</b>

**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
<b>TOTALS AND AVERAGES</b>		<b>561,828</b>	<b>\$0.03725</b>	<b>\$20,927.97</b>	<b>\$0.03911</b>	<b>\$21,973.53</b>

## LEASED/OWNED EQUIPMENT DETAILS

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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 P3155dn	R4A0417620
S Burlington High School	Room 112 - AV Lab	Kyocera TASKalfa 6053ci	RF39601316
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 P3155dn	R4A0518519
S Burlington High School	Room 205	Kyocera P3155dn	R4A0518581
S Burlington High School	Room 206	Kyocera P3155dn	R4A0518574
S Burlington High School	Room 220 Office	Kyocera M2640idw	VCM9Z09250
S Burlington High School	Room 235	Kyocera P3155dn	R4A0417630
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 P6130cdn	V5Q5901825
Chamberlin School	Main Office	Kyocera P2135DN	LVK6X53729
Chamberlin School	Room I - Office	Kyocera P2135DN	LVK6X53736
Chamberlin School	Room I3	Kyocera P2135DN	LVK6X53724
Chamberlin School	Room 18/19 Project Room	Kyocera P2135DN	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 101	Kyocera P2135DN	LVK6X55187
Frederick H.Tuttle Middle School	Room 168	Kyocera P2135DN	LVK6X53733
Frederick H.Tuttle Middle School	Room 221	Kyocera P2135DN	LVK6X53728
Frederick H.Tuttle Middle School	Room 223	Kyocera P3155dn	R4A9Y07539
Frederick H.Tuttle Middle School	Room 224 Lab	Kyocera P2135DN	LVK6X55193
Frederick H.Tuttle Middle School	Room 238	Kyocera P6230cdn	RCB0504077
Frederick H.Tuttle Middle School	Room 244	Kyocera P2135DN	LVK6X55221
Frederick H.Tuttle Middle School	Room 260	Kyocera P2040dw	VD26Z03728
Frederick H.Tuttle Middle School	Room 267	Kyocera P2135DN	LVK6X53723
Frederick H.Tuttle Middle School	Room 274	Kyocera FS-C8650DN	NXW6901121
Orchard School	4/5 Project Room	Kyocera P2040dw	VD27306821
Orchard School	Library Tech Alley	Kyocera P6130cdn	V5Q6403028
Orchard School	Room 16 Guidance	Kyocera P2040dw	VD27305552
Orchard School	Room 27 SPED	Kyocera P2135DN	LVK6X55194
Orchard School	Trailer	Kyocera M6630cidn	RBW1Z05018
Rick Marcotte Central School	Main Office	Kyocera M2640idw	VCM9Z08995
Rick Marcotte Central School	Primary Wing Storage Closet	Kyocera P2135DN	LVK6951963
Rick Marcotte Central School	Room 116 Music	Kyocera P2135DN	LVK6X55170
S Burlington High School	Athletics Office	Kyocera M2635dw	VCA6X00717
S Burlington High School	Career Center	Kyocera P2135DN	LVK6X55180
S Burlington High School	Custodial Office	Kyocera P2040dw	VD26Z03744
S Burlington High School	Health Office	Kyocera P2135DN	LVK6X53735
S Burlington High School	IT Storage	Kyocera P2135DN	LVK6X53725
S Burlington High School	Kitchen	Kyocera P2040dw	VD27409231
S Burlington High School	Main Office	Kyocera 306CI	V7E7Y04248
S Burlington High School	Music Office	Kyocera P2135DN	LVK6X53727
S Burlington High School	Room 101	Kyocera P2135DN	LVK6X53721
S Burlington High School	Room 111	Kyocera P2135DN	LVK6X53731
S Burlington High School	Room 114	Kyocera P2135DN	LVK6X53737

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	RFBI907605

## STARDoc USER NAMES

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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!**

## 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

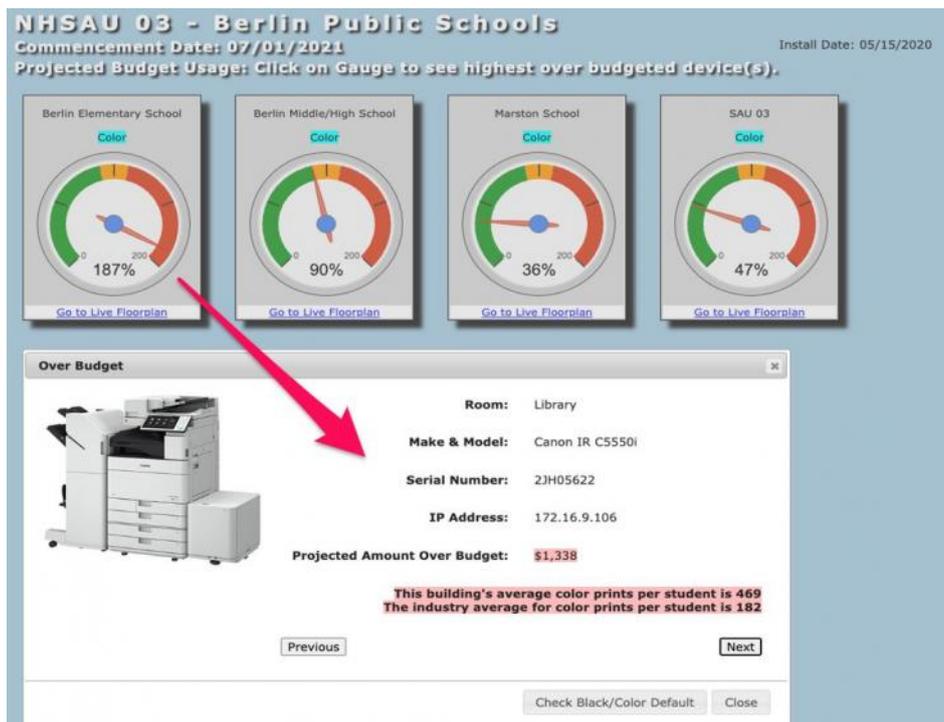
- Shows the last time FM Audit synced for equipment

## 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

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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

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### 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

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### 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