



Specialized Purchasing Consultants

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Gorham, NH 03581

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www.spccopypro.com

2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Don Johnson
SD 10 Milton
42 Herrick Avenue
Milton, VT 05468



Specialized Purchasing Consultants Corp.
Serving Maine & New Hampshire since 1988

September 2016

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
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Don Johnson
SD 10 Milton
42 Herrick Avenue
Milton, VT 05468

Dear Don:

VISIT US ON THE WEB:
www.spccopypro.com

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 10 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

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The SPC Team...

would like to personally thank you for your continued trust and confidence!



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I 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 over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade, or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer features that normally cost thousands of dollars at no additional charge for our clients.



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



The SPC Team Continued....



Pamela Weed

Client-Vendor Relations

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event.

Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



Equipment Health Status

Total Number of Machines:	113
Total Black Photocopiers	24
Total Color Photocopiers	5
Total Black Network Printers	50
Total Color Network Printers	34
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	2
# of Units Overused:	1
# of Units Underused:	12
Commencement Date:	11/1/2014
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2020
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

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

Dear Don,

There are 2 machines that are getting up in age. I would not try to address them this year. I would definitely continue to pay down your principal on your capital lease by making your next payment. Each time you make a payment, you create additional funds for your next upgrade. The goal is to keep your capital cost at the same level or lower with your next upgrade.

It is important to not ignore machines that are being overused or underused. In your case, we have 1 machine being overused and 12 that are being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

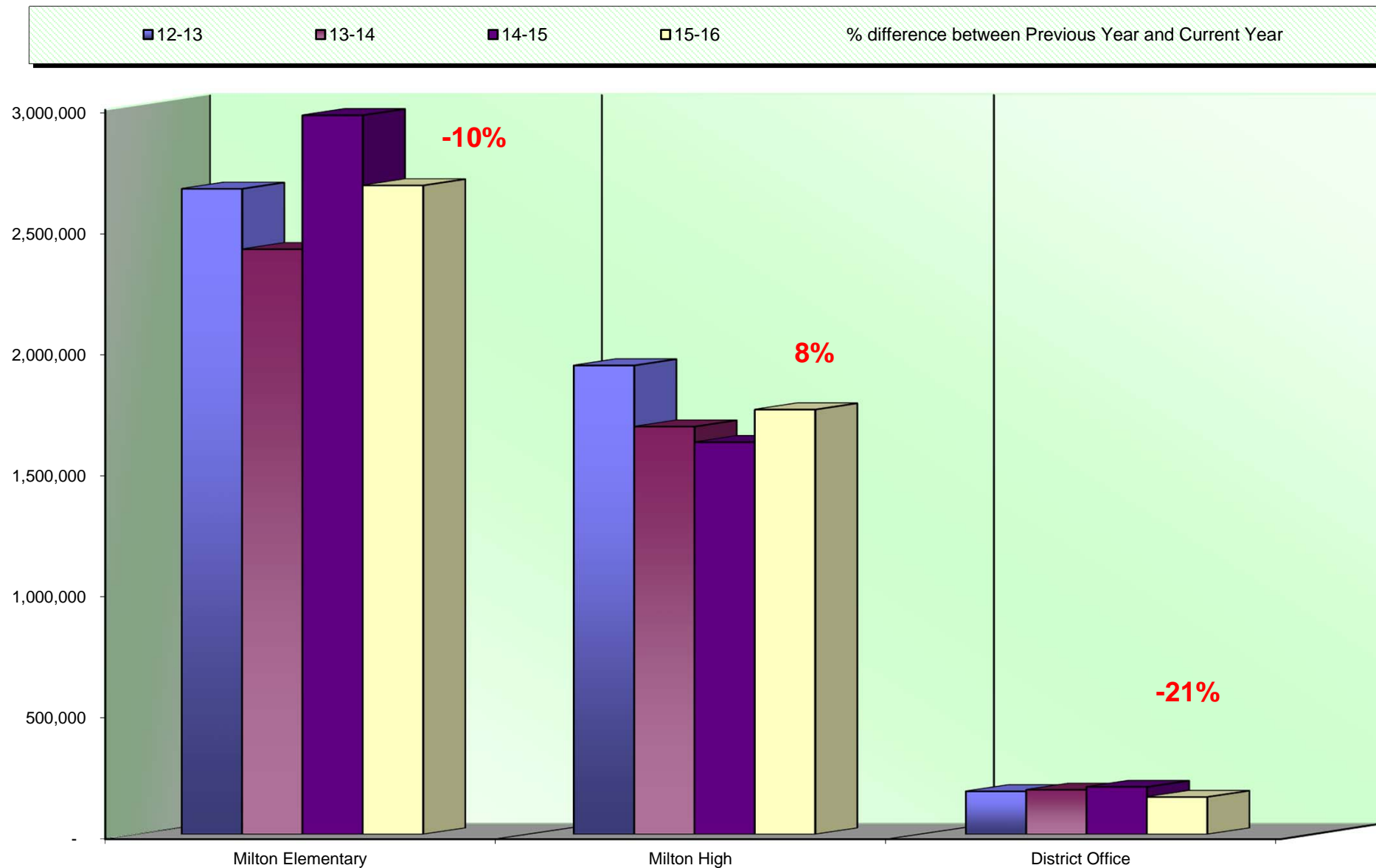
Sincerely, Skip

Aging Equipment Summary

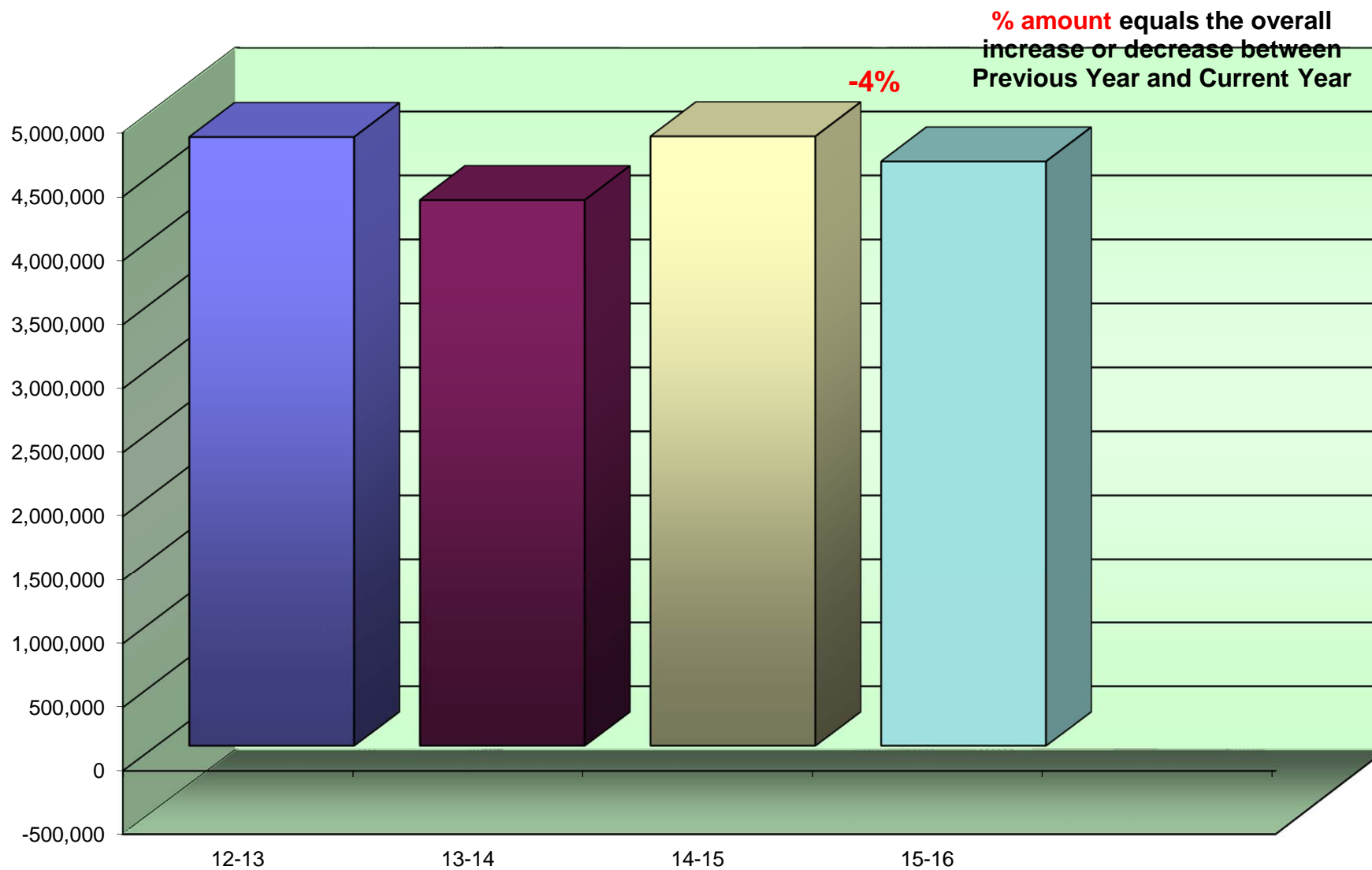
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Milton Elementary/Middle	Library Room 301	Canon LBP 5460	MEMA001337	CSA-VT	08/2009
SD 10 District Office	Superintendent's Office Room 107	Canon LBP 5460	MEMA001153	CSA-VT	08/2009

ANNUAL BLACK VOLUME BY BUILDING



ANNUAL BLACK VOLUME BY DISTRICT



Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Milton Elementary/Middle	1,186	2,670,006	\$50,818.71	2,251	\$42.85
Milton High	496	1,750,311	\$33,106.58	3,529	\$66.75
SD 10 District Office	0	156,399	\$3,114.74	0	\$0.00
Totals	1,682	4,576,716	\$87,040.02	2,721	\$51.75

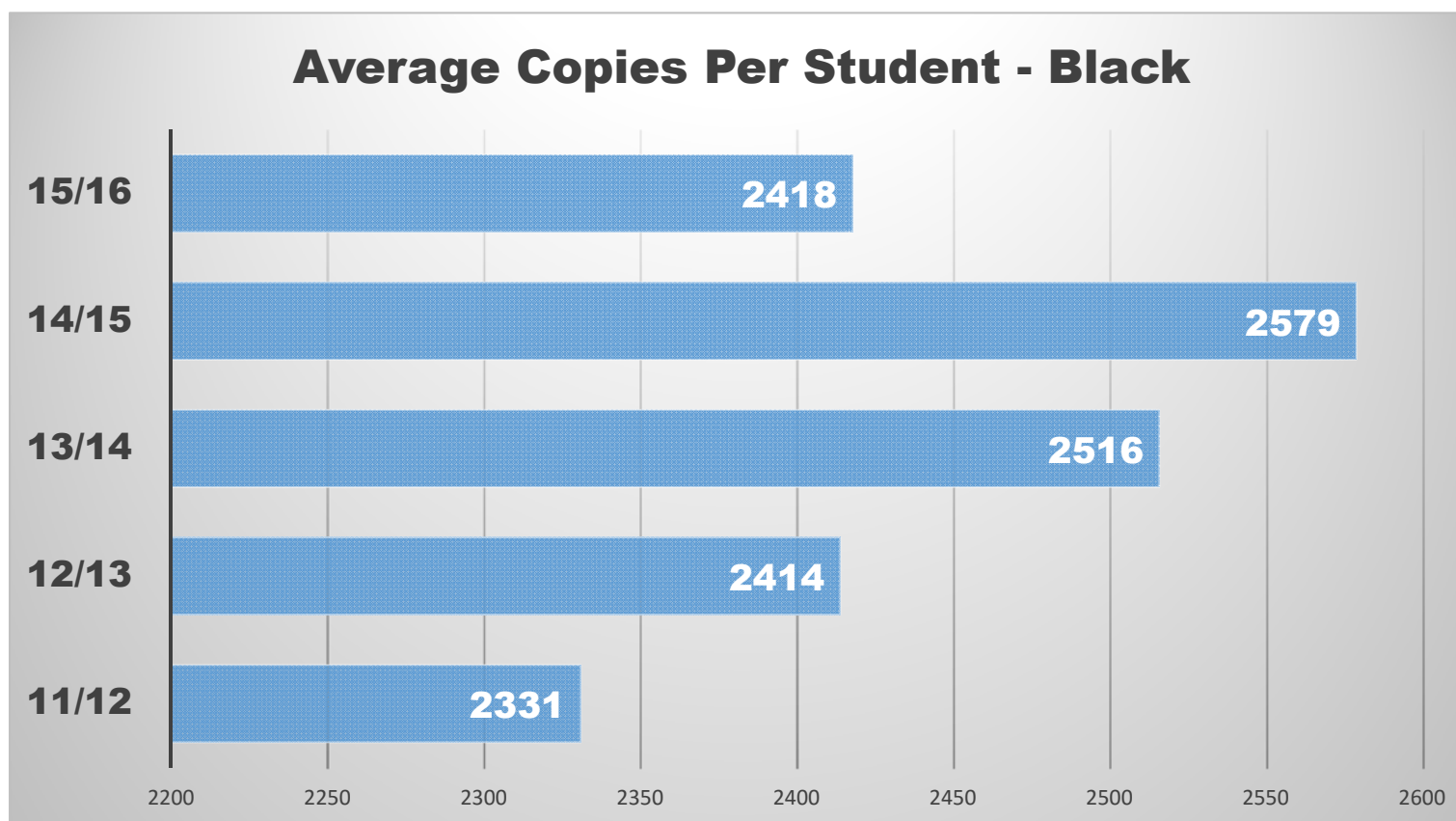
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

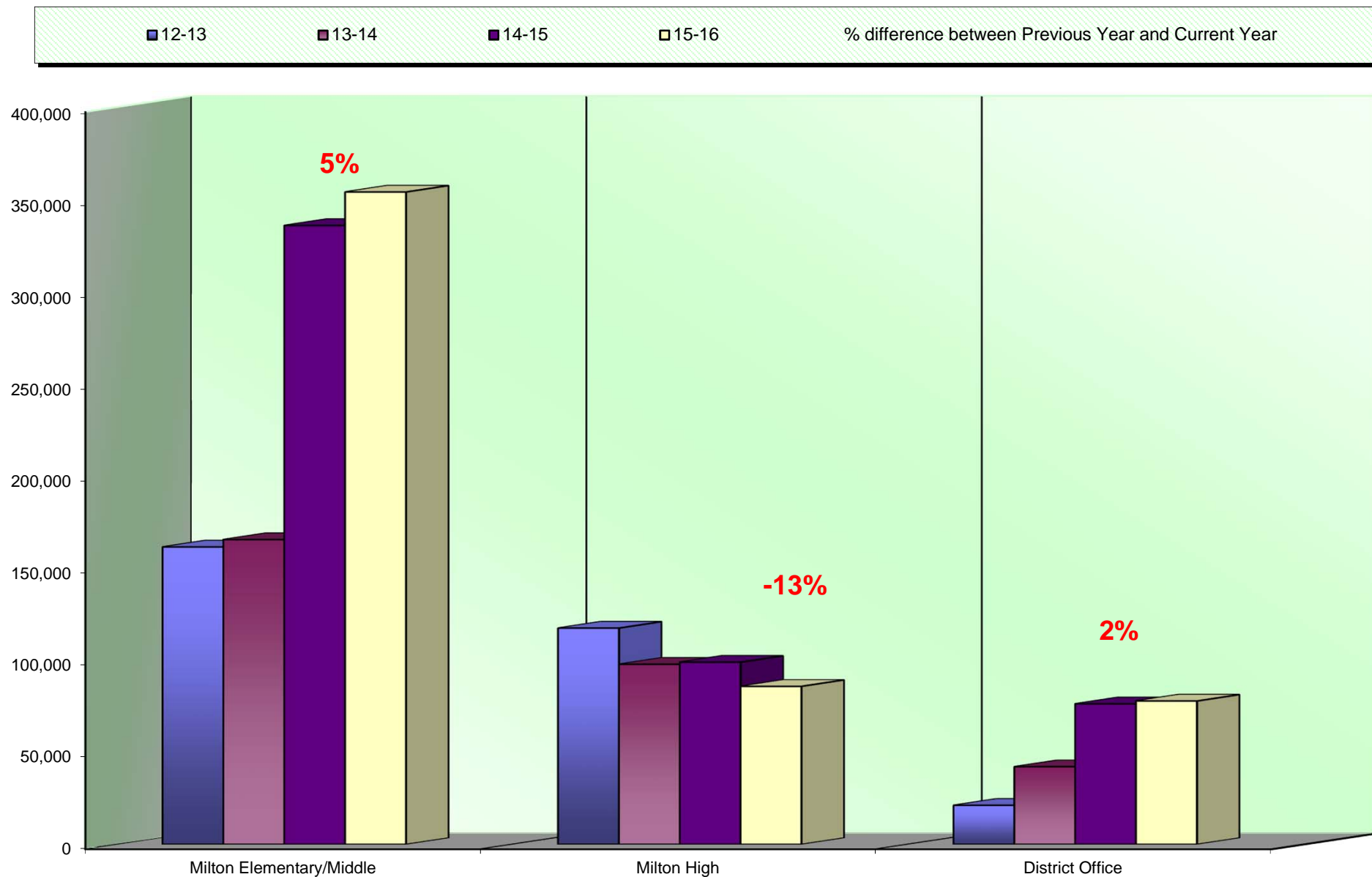
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	262,254,700	\$4,909,783	2,418	\$45.27

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

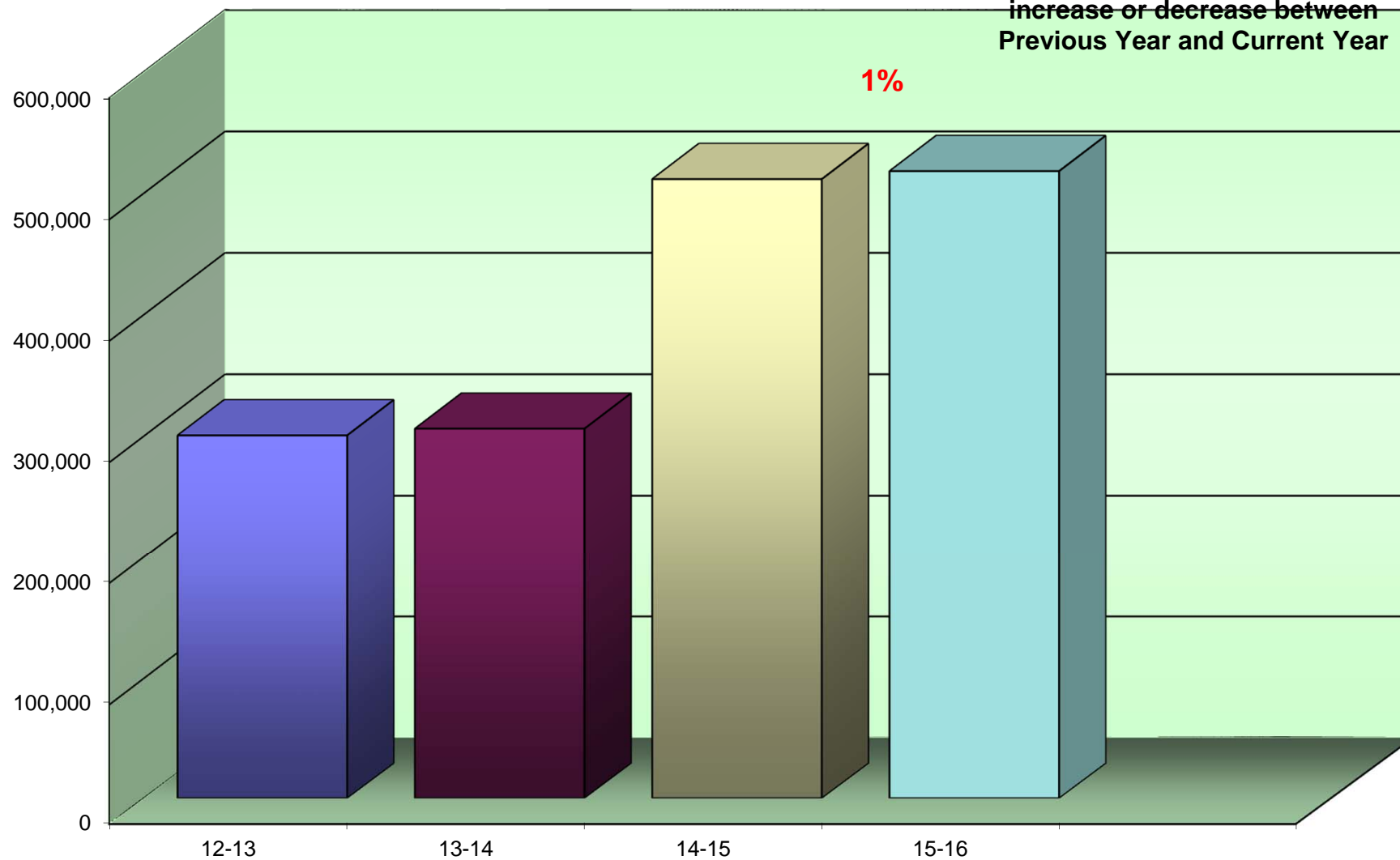


ANNUAL COLOR VOLUME BY BUILDING



ANNUAL COLOR VOLUME BY DISTRICT

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



Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Milton Elementary/Middle	1,186	354,009	\$17,215.87	298	\$14.52
Milton High	496	86,094	\$4,496.49	174	\$9.07
SD 10 District Office	0	78,141	\$3,958.54	0	\$0.00
Totals	1,682	518,244	\$25,670.91	308	\$15.26

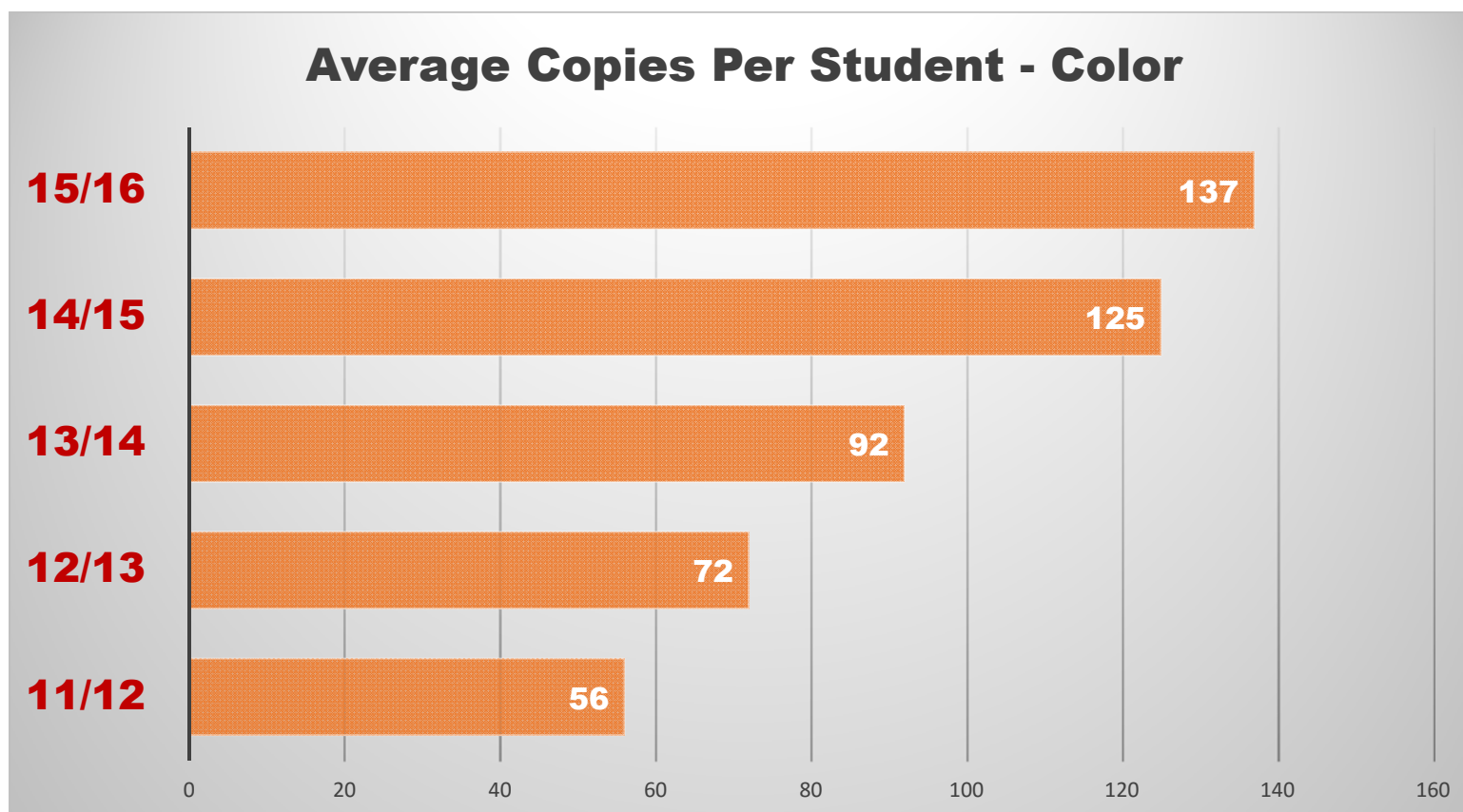
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

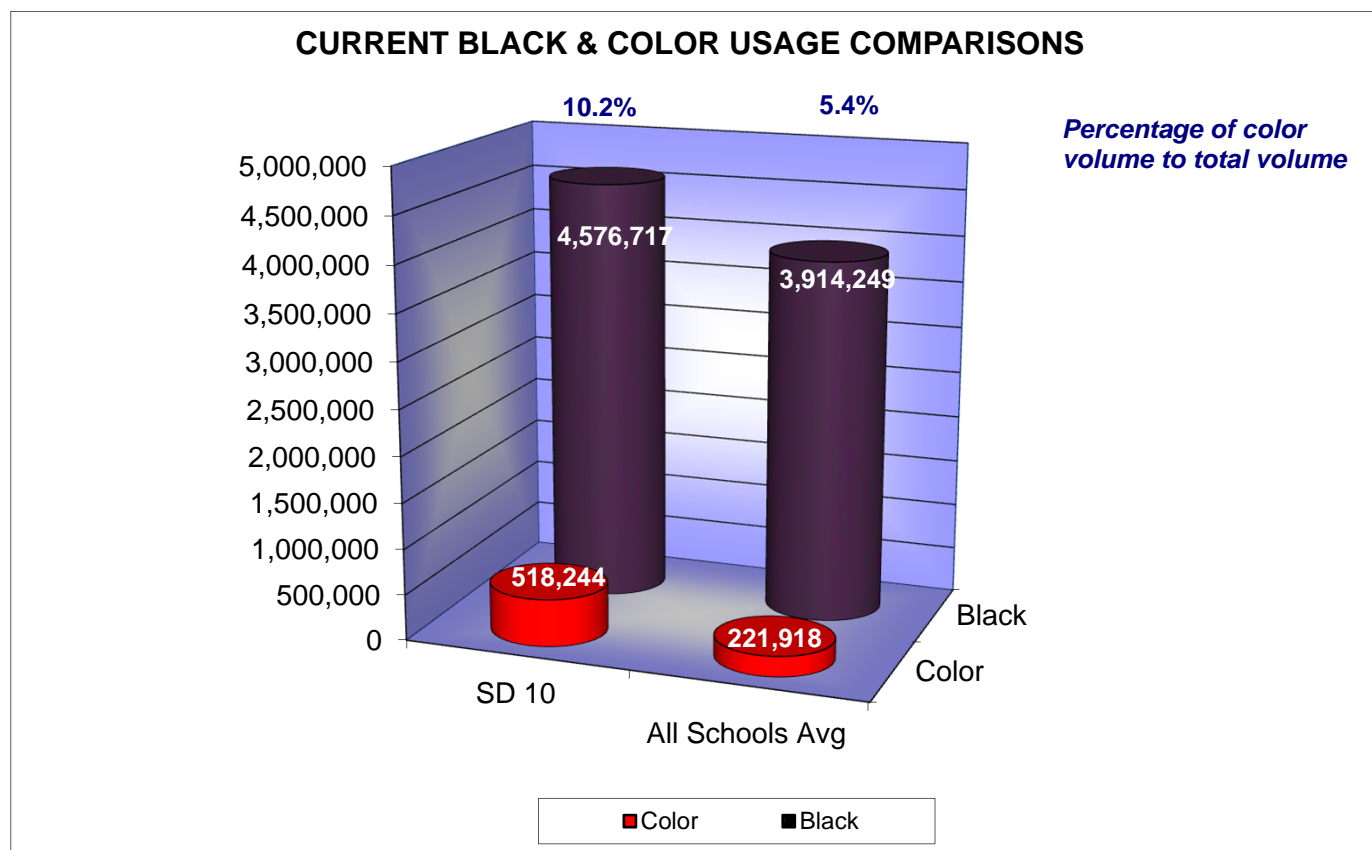
Cost Comparison – Color

This is an SPC Comparison contrasting your district with 67 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.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	14,868,490	\$787,820	137	\$7.25

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





Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
310 Suite					
Kyocera FS-1370DN / 37 PPM	7,365	10,587	3,222	\$0.006380	None at this time.
Q653563239 / 03003				\$20.56	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Admin B Grade K-2					
Canon IR ADV 6265 / 65 PPM	255,252	786,304	531,052	\$0.003500	Overused! Shift volume to Room 103.
NML04585 / GW3GI				\$1,858.68	
3,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Canon IR C7260 / 60 PPM	115,192	292,682	177,490	\$0.003500	None at this time.
LWA04193 / GW3GW				\$621.22	
3,000,000 / 04/2013	47,469	203,084	155,615	\$0.04440	
Color Photocopier				\$6,909.31	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 11/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Cafeteria Office					
Kyocera FS-1370DN / 37 PPM	5,543	9,993	4,450	\$0.006380	None at this time.
Q653563142 / 03012				\$28.39	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
ICT1					
HP Laser Jet CP1525nw / 12 PPM	1,053	1,432	379	\$0.014020	None at this time.
CNBF334478 / 02478				\$5.31	
150,000 / 11/2010	4,373	6,868	2,495	\$0.15300	
Color Network Printer				\$381.74	
OSV					
ICT2					
HP Laser Jet CP1525nw / 12 PPM	253	5,417	5,164	\$0.014020	None at this time.
CNBF334471 / 02197				\$72.40	
150,000 / 11/2010	1,159	2,012	853	\$0.15300	
Color Network Printer				\$130.51	
OSV					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 11/1/2014</i> <i>2015-16</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>					
MILTON ELEMENTARY/MIDDLE							
ICT3							
HP Color Laser Jet CP1520 / 20 PPM	1,230	1,246	16		\$0.014020		Underused!
CNBF334479 / 02198					\$0.22		
500,000 / 09/2010	2,143	2,150	7		\$0.15300		
Color Network Printer					\$1.07		
OSV							
ICT4							
HP Laser Jet CP1525nw / 12 PPM	400	498	98		\$0.014020		None at this time.
CNBF334468 / 02214					\$1.37		
150,000 / 11/2010	611	663	52		\$0.15300		
Color Network Printer					\$7.96		
OSV							
ICT6							
HP Laser Jet CP1525nw / 12 PPM	447	458	11		\$0.014020		None at this time.
CNBF334467 / 02211					\$0.15		
150,000 / 11/2010	1,808	2,032	224		\$0.15300		
Color Network Printer					\$34.27		
OSV							

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>			<i>Date of Last Upgrade: 11/1/2014</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
ICT7					
HP Laser Jet CP1525nw / 12 PPM	499	514	15	\$0.014020	None at this time.
CNBF334452 / 02215				\$0.21	
150,000 / 11/2010	1,780	2,100	320	\$0.15300	
Color Network Printer				\$48.96	
OSV					
K Wing					
HP Laser Jet CP1525nw / 12 PPM	3,800	4,758	958	\$0.014020	None at this time.
CNBF255058 / 02481				\$13.43	
150,000 / 11/2010	2,094	2,950	856	\$0.15300	
Color Network Printer				\$130.97	
OSV					
Library Room 301					
Canon LBP 5460 / 31 PPM	7,827	8,773	946	\$0.004110	7 years from Intro.
MEMA001337 / GW28M				\$3.89	
750,000 / 08/2009	25,327	36,325	10,998	\$0.05260	
Color Network Printer				\$578.49	
CSA-VT					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
MMS ICT5					
HP Laser Jet CP1525nw / 12 PPM	1,289	1,931	642	\$0.014020	None at this time.
CNBF334461 / 02219				\$9.00	
150,000 / 11/2010	2,022	2,804	782	\$0.15300	
Color Network Printer				\$119.65	
OSV					
Nurse					
Kyocera FS-1370DN / 37 PPM	2,555	3,410	855	\$0.006380	None at this time.
Q653563237 / 03047				\$5.45	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 103					
Canon IR 6275 / 75 PPM	45,175	112,681	67,506	\$0.003500	Underused! Shift volume from Admin B Grade K-2.
NMC05349 / GW3GX				\$236.27	
4,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 117 Design Tech					
Kyocera FS-C5250 / 28 PPM	1,580	2,775	1,195	\$0.006380	None at this time.
Q553708426 / 03021				\$7.62	
500,000 / 12/2010	1,250	4,566	3,316	\$0.05738	
Color Network Printer				\$190.27	
OSV					
Room 127 Mail Room					
Canon IR 8285 / 85 PPM	152,467	394,341	241,874	\$0.003500	None at this time.
LMZ02000 / GW3GS				\$846.56	
4,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 134 TRC					
Canon IR ADV 6265 / 65 PPM	96,037	225,078	129,041	\$0.003500	None at this time.
NML04544 / GW3G3				\$451.64	
3,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 147					
Kyocera FS-1370DN / 37 PPM	4,601	6,760	2,159	\$0.006380	None at this time.
Q653563234 / 03014				\$13.77	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 165 - Nurse					
Canon IR 4245 / 45 PPM	16,635	71,548	54,913	\$0.003500	None at this time.
QHP07473 / GW3GB				\$192.20	
1,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 166 - Nurse's Office					
Kyocera FS-1370DN / 37 PPM	4,183	28,393	24,210	\$0.006380	None at this time.
Q653563206 / 03034				\$154.46	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 206 Cart 3					
Kyocera FS-1370DN / 37 PPM	308	958	650	\$0.006380	None at this time.
Q653563218 / 03017				\$4.15	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 207 Cart 10					
Kyocera FS-1370DN / 37 PPM	2,596	2,596	0	\$0.006380	Underused!
Q653563245 / 03002				\$0.00	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 209					
Canon IR 6275 / 75 PPM	203,136	512,411	309,275	\$0.003500	None at this time.
NMC04998 / GW3GZ				\$1,082.46	
4,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 211					
Canon IR 4235 / PPM	25,725	25,725	0	\$0.003500	Not being used. Why?
QHM08496 / GW3HI				\$0.00	
750,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 213 Cart 4					
Kyocera FS-1370DN / 37 PPM	1,174	3,243	2,069	\$0.006380	None at this time.
Q653563230 / 03005				\$13.20	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 215 Cart 9					
Kyocera FS-C5250 / 28 PPM	4,405	6,367	1,962	\$0.006380	None at this time.
Q553708415 / 03023				\$12.52	
500,000 / 12/2010	4,025	7,206	3,181	\$0.05738	
Color Network Printer				\$182.53	
OSV					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 11/1/2014</i> <i>2015-16</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>					
MILTON ELEMENTARY/MIDDLE							
Room 219 Cart 12							
Kyocera FS-1370DN / 37 PPM	5,352	11,026	5,674	\$0.006380		None at this time.	
Q653563240 / 03015				\$36.20			
750,000 / 07/2010	0	0	0	\$0.00000			
Black Network Printer				\$0.00			
OSV							
Room 222							
Kyocera FS-1370DN / 37 PPM	1,587	3,011	1,424	\$0.006380		None at this time.	
Q653564320 / 03039				\$9.09			
750,000 / 07/2010	0	0	0	\$0.00000			
Black Network Printer				\$0.00			
OSV							
Room 224 Cart 1							
Kyocera FS-1370DN / 37 PPM	2,769	19,994	17,225	\$0.006380		None at this time.	
Q653563232 / 03018				\$109.90			
750,000 / 07/2010	0	0	0	\$0.00000			
Black Network Printer				\$0.00			
OSV							

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 228 Cart 8					
Kyocera FS-C5250 / 28 PPM	5,378	12,599	7,221	\$0.006380	None at this time.
Q553708421 / 03020				\$46.07	
500,000 / 12/2010	3,414	6,392	2,978	\$0.05738	
Color Network Printer				\$170.88	
OSV					
Room 229					
Canon IR 6275 / 75 PPM	170,723	513,084	342,361	\$0.003500	None at this time.
NMC05299 / GW3GY				\$1,198.26	
4,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 229 Cart 11					
Kyocera FS-1370DN / 37 PPM	7,635	13,614	5,979	\$0.006380	None at this time.
Q653563244 / 03004				\$38.15	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 233 Cart 7					
Kyocera FS-1370DN / 37 PPM	4,558	7,176	2,618	\$0.006380	None at this time.
Q653563227 / 03019				\$16.70	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 235 Cart 5					
Kyocera FS-1370DN / 37 PPM	2,087	2,089	2	\$0.006380	Underused!
Q653563225 / 03016				\$0.01	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 240					
Kyocera FS-1370DN / 37 PPM	1,197	4,243	3,046	\$0.006380	None at this time.
Q653563216 / 03032				\$19.43	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
Room 241 Cart 2					
Kyocera FS-C5250 / 28 PPM	2,261	3,707	1,446	\$0.006380	None at this time.
Q553708422 / 03022				\$9.23	
500,000 / 12/2010	2,767	4,912	2,145	\$0.05738	
Color Network Printer				\$123.08	
OSV					
Room 243 Cart 6					
Kyocera FS-1370DN / 37 PPM	2,548	3,146	598	\$0.006380	None at this time.
Q653563229 / 03007				\$3.82	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 251					
Kyocera FS-1370DN / 37 PPM	3,955	8,706	4,751	\$0.006380	None at this time.
Q653563241 / 03042				\$30.31	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 301 Library Work Room					
Kyocera FS-1370DN / 37 PPM	9,266	12,651	3,385	\$0.006380	None at this time.
Q653563233 / 03009				\$21.60	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 313					
Canon IR 4235 / PPM	8,268	23,122	14,854	\$0.003500	None at this time.
QHM08499 / GW3HJ				\$51.99	
750,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 316					
Kyocera FS-1370DN / 37 PPM	3,604	5,682	2,078	\$0.006380	None at this time.
Q653563213 / 03035				\$13.26	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 11/1/2014</i> <i>2015-16</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2015 Meter	6/30/2016 Meter						
MILTON ELEMENTARY/MIDDLE								
Room 322								
Canon IR 8285 / 85 PPM	178,213	474,940	296,727			\$0.003500		None at this time.
LMZ02008 / GW3GU						\$1,038.54		
4,000,000 / 11/2012	0	0	0			\$0.00000		
Black Photocopier						\$0.00		
CSA-VT								
Canon IR C5250 / 50 PPM	72,583	252,639	180,056			\$0.003500		None at this time.
JMQ13507 / GW3G6						\$630.20		
3,000,000 / 10/2012	38,964	176,329	137,365			\$0.04440		
Color Photocopier						\$6,099.01		
CSA-VT								
Room 331								
Canon IR 4245 / 45 PPM	19,771	25,936	6,165			\$0.003500		None at this time.
QHP07343 / GW3HE						\$21.58		
1,000,000 / 10/2013	0	0	0			\$0.00000		
Black Photocopier						\$0.00		
CSA-VT								

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
Room 335 Student Services					
Kyocera FS-1370DN / 37 PPM	3,230	5,727	2,497	\$0.006380	None at this time.
Q653563238 / 03011				\$15.93	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 403					
Kyocera FS-C5250 / 28 PPM	3,211	6,415	3,204	\$0.006380	None at this time.
Q553708419 / 03025				\$20.44	
500,000 / 12/2010	7,221	12,118	4,897	\$0.05738	
Color Network Printer				\$280.99	
OSV					
Room 404					
Kyocera FS-1370DN / 37 PPM	7,899	12,390	4,491	\$0.006380	None at this time.
Q653563210 / 03040				\$28.65	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 409 Behavior					
Kyocera FS-1370DN / 37 PPM	1,072	3,101	2,029	\$0.006380	None at this time.
Q653563214 / 03013				\$12.95	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 413 Assistant Principal					
Kyocera FS-1370DN / 37 PPM	3,087	4,515	1,428	\$0.006380	None at this time.
Q653563231 / 03006				\$9.11	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 418					
Kyocera FS-1370DN / 37 PPM	13,992	17,996	4,004	\$0.006380	None at this time.
Q653563211 / 03041				\$25.55	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>			<i>Date of Last Upgrade: 11/1/2014</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
Room 421					
Kyocera FS-C5250 / 28 PPM	17,873	20,497	2,624	\$0.006380	None at this time.
Q553708389 / 03026				\$16.74	
500,000 / 12/2010	34,633	43,722	9,089	\$0.05738	
Color Network Printer				\$521.53	
OSV					
Room 433					
Kyocera FS-C5250 / 28 PPM	8,968	10,992	2,024	\$0.006380	None at this time.
Q553708444 / 03027				\$12.91	
500,000 / 12/2010	13,955	18,999	5,044	\$0.05738	
Color Network Printer				\$289.42	
OSV					
Room 436					
Kyocera FS-1370DN / 37 PPM	13,822	19,224	5,402	\$0.006380	None at this time.
Q653563134 / 03008				\$34.46	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 11/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MILTON ELEMENTARY/MIDDLE						
Room 438						
Kyocera FS-1370DN / 37 PPM	6,705	6,705	0	\$0.006380	Not being used. Why?	
Q563563224 / 03043				\$0.00		
750,000 / 07/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
OSV						
Room 439 Cart 2						
HP Laser Jet CP1525nw / 12 PPM	4,331	4,538	207	\$0.014020	None at this time.	
CNBF255066 / 02208				\$2.90		
150,000 / 11/2010	2,265	2,837	572	\$0.15300		
Color Network Printer				\$87.52		
OSV						
Kyocera FS-C5250 / 28 PPM	3,490	5,545	2,055	\$0.006380	None at this time.	
Q553708434 / 03028				\$13.11		
500,000 / 12/2010	10,893	16,685	5,792	\$0.05738		
Color Network Printer				\$332.34		
OSV						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 444					
Kyocera FS-1370DN / 37 PPM	27,282	39,393	12,111	\$0.006380	None at this time.
Q653563228 / 03045				\$77.27	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 448 Guidance					
Kyocera FS-1370DN / 37 PPM	9,585	11,609	2,024	\$0.006380	None at this time.
Q653563219 / 03044				\$12.91	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 450					
Kyocera FS-1370DN / 37 PPM	6,629	7,411	782	\$0.006380	None at this time.
Q653563212 / 03046				\$4.99	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
Room 451					
Kyocera FS-C5250 / 28 PPM	531	766	235	\$0.006380	None at this time.
Q553708432 / 03030				\$1.50	
500,000 / 12/2010	2,967	3,632	665	\$0.05738	
Color Network Printer				\$38.16	
OSV					
Room 457					
Kyocera FS-1370DN / 37 PPM	43,207	58,688	15,481	\$0.006380	None at this time.
Q653563138 / 03036				\$98.77	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 458					
Kyocera FS-C5250 / 28 PPM	1,822	2,325	503	\$0.006380	None at this time.
Q553708441 / 03031				\$3.21	
500,000 / 12/2010	4,859	6,477	1,618	\$0.05738	
Color Network Printer				\$92.84	
OSV					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
Room 460					
Kyocera FS-1370DN / 37 PPM	10,415	12,008	1,593	\$0.006380	None at this time.
Q653563236 / 03010				\$10.16	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
STORAGE					
Kyocera FS-1370DN / 37 PPM Q653563201 / 03033 750,000 / 07/2010 Black Network Printer	0 0	14,851 0	14,851 0	\$0.006380 \$94.75 \$0.00000 \$0.00	None at this time.
OSV					
Kyocera FS-1370DN / 37 PPM Q653563209 / 03037 750,000 / 07/2010 Black Network Printer	1,159 0	1,159 0	0 0	\$0.006380 \$0.00 \$0.00000 \$0.00	Not being used. Why?
OSV					
Kyocera FS-1370DN / 37 PPM Q653563207 / 03038 750,000 / 07/2010 Black Network Printer	1,095 0	1,095 0	0 0	\$0.006380 \$0.00 \$0.00000 \$0.00	Not being used. Why?
OSV					
Kyocera FS-C5250 / 28 PPM Q553708425 / 03024 500,000 / 12/2010 Color Network Printer	3,277 2,350	3,277 2,350	0 0	\$0.006380 \$0.00 \$0.05738 \$0.00	Not being used. Why?
OSV					

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
			Subtotals Black	2,670,006	\$9,927.56
			Subtotals Color	354,009	\$17,046.70

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON HIGH					
Administration					
Kyocera FS-C5250 / 28 PPM	5,938	7,397	1,459	\$0.006380	None at this time.
Q553708423 / 03064				\$9.31	
500,000 / 12/2010	9,329	20,543	11,214	\$0.05738	
Color Network Printer				\$643.46	
OSV					
Art's Color Laser					
Kyocera FS-C5250 / 28 PPM	641	1,174	533	\$0.006380	None at this time.
Q553708063 / 03068				\$3.40	
500,000 / 12/2010	842	1,895	1,053	\$0.05738	
Color Network Printer				\$60.42	
OSV					
Boys' PE Office					
Kyocera FS-1370DN / 37 PPM	3,594	7,220	3,626	\$0.006380	None at this time.
Q653563131 / 03054				\$23.13	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON HIGH					
Faculty Room					
Kyocera FS-C5250 / 28 PPM	398	2,109	1,711	\$0.006380	None at this time.
Q553708424 / 03065				\$10.92	
500,000 / 12/2010	644	6,953	6,309	\$0.05738	
Color Network Printer				\$362.01	
OSV					
Guidance					
HP Laser Jet CP1525nw / 12 PPM	3,696	6,454	2,758	\$0.014020	None at this time.
CNBF255055 / 02236				\$38.67	
150,000 / 11/2010	3,845	6,575	2,730	\$0.15300	
Color Network Printer				\$417.69	
OSV					
J Davidman					
Kyocera FS-1370DN / 37 PPM	5,469	8,104	2,635	\$0.006380	None at this time.
Q653563223 / 03056				\$16.81	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
MILTON HIGH						
<i>Maintenance Trailer</i>						
Canon IR 4235 / PPM QHM08502 / GW3HH 750,000 / 10/2013 Black Photocopier	2,669 0	50,541 0	47,872 0	\$0.003500 \$167.55 \$0.00000 \$0.00	None at this time.	
CSA-VT						
Canon IR 4235 / PPM QHM08500 / GW3HK 750,000 / 10/2013 Black Photocopier	4,830 0	11,741 0	6,911 0	\$0.003500 \$24.19 \$0.00000 \$0.00		None at this time.
CSA-VT						
<i>Montague</i>						
Kyocera FS-1370DN / 37 PPM Q653563128 / 03051 750,000 / 07/2010 Black Network Printer	3,566 0	7,595 0	4,029 0	\$0.006380 \$25.71 \$0.00000 \$0.00	None at this time.	
OSV						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Nurse					
Kyocera FS-1370DN / 37 PPM	2,690	3,356	666	\$0.006380	None at this time.
Q653536237 / 03047				\$4.25	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 101 Admin Office					
Canon IR ADV 6265 / 65 PPM	22,640	212,814	190,174	\$0.003500	None at this time.
NML04648 / GW3G4				\$665.61	
3,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 114 IT					
Kyocera FS-1370DN / 37 PPM	1,636	1,676	40	\$0.006380	Underused!
Q653563222 / 03048				\$0.26	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 116 Athletic Office					
Kyocera FS-1370DN / 37 PPM	3,118	5,410	2,292	\$0.006380	None at this time.
Q653563132 / 03049				\$14.62	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 116 Athletics Office					
Canon IR 4245 / 45 PPM	17,030	59,570	42,540	\$0.003500	None at this time.
QHP07474 / GW3HD				\$148.89	
1,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 132					
Kyocera FS-C5250 / 28 PPM	7,003	9,399	2,396	\$0.006380	None at this time.
Q553708064 / 03067				\$15.29	
500,000 / 12/2010	3,062	6,267	3,205	\$0.05738	
Color Network Printer				\$183.90	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 146 Shop					
Kyocera FS-C5250 / 28 PPM	425	432	7	\$0.006380	None at this time.
Q553708402 / 03069				\$0.04	
500,000 / 12/2010	2,239	2,858	619	\$0.05738	
Color Network Printer				\$35.52	
OSV					
Room 151					
Kyocera FS-1370DN / 37 PPM	0	1,489	1,489	\$0.006380	None at this time.
Q653563243 / 03057				\$9.50	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 165 Kitchen					
Kyocera FS-1370DN / 37 PPM	1,167	5,132	3,965	\$0.006380	None at this time.
Q653563215 / 03050				\$25.30	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 173					
Canon IR 4245 / 45 PPM	8,380	20,816	12,436	\$0.003500	None at this time.
QHP07475 / GW3GC				\$43.53	
1,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 194 Library					
Canon IR C7260 / 60 PPM	45,911	105,255	59,344	\$0.003500	None at this time.
LWA04214 / GW3GV				\$207.70	
3,000,000 / 04/2013	26,208	83,898	57,690	\$0.04440	
Color Photocopier				\$2,561.44	
CSA-VT					
Room 214					
Kyocera FS-1370DN / 37 PPM	23,473	33,438	9,965	\$0.006380	None at this time.
Q653563141 / 03052				\$63.58	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 225 Mail Room					
Canon IR ADV 6265 / 65 PPM	90,532	327,970	237,438	\$0.003500	None at this time.
NML04586 / GW3G2				\$831.03	
3,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 304					
Kyocera FS-1370DN / 37 PPM	1,868	3,002	1,134	\$0.006380	None at this time.
Q653563235 / 03053				\$7.23	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 308 Alcove					
Kyocera FS-C5250 / 28 PPM	1,704	4,827	3,123	\$0.006380	None at this time.
Q553708414 / 03071				\$19.92	
500,000 / 12/2010	1,863	4,767	2,904	\$0.05738	
Color Network Printer				\$166.63	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 11/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 317					
Kyocera FS-1370DN / 37 PPM	6,302	9,759	3,457	\$0.006380	None at this time.
Q653563217 / 03055				\$22.06	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 321 Science					
Canon IR 4245 / 45 PPM	73,204	195,636	122,432	\$0.003500	None at this time.
QHP07479 / GW3HF				\$428.51	
1,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 324 Guidance					
Canon IR ADV 6265 / 65 PPM	72,066	128,501	56,435	\$0.003500	None at this time.
NML04457 / GW3G0				\$197.52	
3,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 336					
Kyocera FS-1370DN / 37 PPM	5,618	5,621	3	\$0.006380	Underused!
Q653562310 / 03058				\$0.02	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 340					
Kyocera FS-1370DN / 37 PPM	1,011	2,630	1,619	\$0.006380	None at this time.
Q653563221 / 03061				\$10.33	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 343					
Kyocera FS-C5250 / 28 PPM	1,735	2,492	757	\$0.006380	None at this time.
Q553708420 / 03072				\$4.83	
500,000 / 12/2010	1,299	1,632	333	\$0.05738	
Color Network Printer				\$19.11	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 345					
Kyocera FS-1370DN / 37 PPM	865	1,173	308	\$0.006380	None at this time.
Q653563226 / 03073				\$1.97	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 347 Faculty Left					
Canon IR 8285 / 85 PPM	267,239	793,466	526,227	\$0.003500	None at this time.
LMZ01998 / GW3GR				\$1,841.79	
4,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 347 Faculty Right					
Canon IR 8285 / 85 PPM	254,866	649,587	394,721	\$0.003500	None at this time.
LMZ02007 / GW3GT				\$1,381.52	
4,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 11/1/2014</i> <i>2015-16</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>					
MILTON HIGH							
Room A205							
Kyocera FS-1370DN / 37 PPM	3,848	9,652	5,804		\$0.006380		None at this time.
Q653563220 / 03063					\$37.03		
750,000 / 07/2010	0	0	0		\$0.00000		
Black Network Printer					\$0.00		
OSV							
Storage							
Kyocera FS-1370DN / 37 PPM	5	5	0		\$0.006380		None at this time.
Q653563139 / 03059					\$0.00		
750,000 / 07/2010	0	0	0		\$0.00000		
Black Network Printer					\$0.00		
OSV							
Kyocera FS-C5250 / 28 PPM	0	0	0		\$0.006380		None at this time.
Q553708413 / 03070					\$0.00		
500,000 / 12/2010	0	0	0		\$0.05738		
Color Network Printer					\$0.00		
OSV							

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON HIGH					
Unknown`					
Kyocera FS-C5250 / 28 PPM	4	9	5	\$0.006380	Underused!
Q553708067 / 03066				\$0.03	
500,000 / 12/2010	8	45	37	\$0.05738	
Color Network Printer				\$2.12	
OSV					
Subtotals Black			1,750,311	\$6,302.05	
Subtotals Color			86,094	\$4,452.30	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SD 10 DISTRICT OFFICE					
Room 107 Supt Office					
Kyocera FS-C5250 / 28 PPM	1,960	2,123	163	\$0.006380	None at this time.
Q553708062 / 03073				\$1.04	
500,000 / 12/2010	4,630	5,972	1,342	\$0.05738	
Color Network Printer				\$77.00	
OSV					
Room 110 Copy Room					
Canon IR ADV 6265 / 65 PPM	73,617	115,087	41,470	\$0.003500	None at this time.
NML04653 / GW3G5				\$145.15	
3,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Toshiba ES6550C / 65 PPM	228,307	326,660	98,353	\$0.005000	None at this time.
CLF110402 / 03534				\$491.77	
4,000,000 / 05/2011	149,689	205,558	55,869	\$0.05000	
Color Photocopier				\$2,793.45	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014		
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SD 10 DISTRICT OFFICE						
Room 134 TRC						
Toshiba e-Studio 3040c / 30 PPM CNG113800 / 03533 750,000 / 05/2011 Color Photocopier	76,949	91,775	14,826	\$0.005000 \$74.13 \$0.05000 \$1,000.40	None at this time.	
OSV						
Superintendent's Office Room 107						
Canon LBP 5460 / 31 PPM MEMA001153 / GW21F 750,000 / 08/2009 Color Network Printer	13,886	15,473	1,587	\$0.004110 \$6.52 \$0.05260 \$48.50		7 years from Intro.
CSA-VT						
Subtotals Black			156,399	\$718.60		
Subtotals Color			78,141	\$3,919.35		

<i>District Wide Black Totals</i>	4,576,716	\$16,948.21
<i>District Wide Color Totals</i>	518,244	\$25,418.35

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 12/15/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2015-16 fiscal year 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	PriorCPC	Average Annual Cost
4,576,716	\$0.00885	\$40,503.94

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
4,576,716	\$0.00370	\$16,933.85	\$23,570.09	\$117,850.44

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$23,570.09 x 10 years as a Client

=\$235,700.87 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 payment are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Milton Elementary/Middle	2,670,006	\$10,038.61	\$13,248.57	\$27,531.53	\$50,818.71
Milton High	1,750,311	\$6,373.36	\$8,685.04	\$18,048.18	\$33,106.58
SD 10 District Office	156,399	\$725.99	\$776.05	\$1,612.69	\$3,114.74
Total	4,576,716	\$17,137.96	\$22,709.66	\$47,192.40	\$87,040.02

SPC Equipment Bids:

Presently our Bids are coming in at **14.5%** to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at **\$7,435** with a Retail Cost of \$51,053....**15% of Retail!**

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 current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Milton Elementary/Middle	354,009	\$17,215.87
Milton High	86,094	\$4,496.49
SD 10 District Office	78,141	\$3,958.54
<i>Total</i>	518,244	\$25,670.91

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Canon Solutions Vermont	Black Photocopier	3,807,968	\$0.00350	\$13,327.89	\$0.00354	\$13,480.21
Canon Solutions Vermont	Color Network Printer	2,533	\$0.00411	\$10.41	\$0.00415	\$10.51
Canon Solutions Vermont	Color Photocopier	416,890	\$0.00350	\$1,459.12	\$0.00354	\$1,475.79
Office Systems of Vermont	Black Network Printer	192,120	\$0.00638	\$1,225.73	\$0.00644	\$1,237.25
Office Systems of Vermont	Color Network Printer	33,778	\$0.00638	\$215.50	\$0.00644	\$217.53
Office Systems of Vermont	Color Network Printer	10,248	\$0.01402	\$143.68	\$0.01416	\$145.11
Office Systems of Vermont	Color Photocopier	113,179	\$0.00500	\$565.90	\$0.00505	\$571.55
Total		4,576,716	\$0.00370	\$16,948.21	\$0.00374	\$17,137.96

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Canon Solutions Vermont	Color Network Printer	11,920	\$0.05260	\$626.99	\$0.05313	\$633.31
Canon Solutions Vermont	Color Photocopier	350,670	\$0.04440	\$15,569.75	\$0.04484	\$15,724.04
Office Systems of Vermont	Color Network Printer	70,886	\$0.05738	\$4,067.44	\$0.05795	\$4,107.84
Office Systems of Vermont	Color Network Printer	8,891	\$0.15300	\$1,360.32	\$0.15453	\$1,373.93
Office Systems of Vermont	Color Photocopier	75,877	\$0.05000	\$3,793.85	\$0.05050	\$3,831.79
Total		518,244	\$0.04905	\$25,418.35	\$0.04953	\$25,670.91

Reprographic Equipment Assessment

This chart provides the status of your equipment and details of your current lease, if any. *

Total Number of Units	113
Total Number of Units on Lease	27
Total Number of Units Owned	86
Lease Company	Norway Savings Bank
Lease Start Date	11/1/2014
Lease End Date	8/1/2019
Term	4 Annual
Annual Payment usually due on 8/1	\$47,192.40
Remaining Payments	3

**The determination on the lease has no bearing on Service & Supply and Warranty Contracts.*

Leased Equipment

Building	Make/Model	Serial Number
Milton Elementary/Middle	Canon IR 4235	QHM08501
Milton Elementary/Middle	Canon IR C7260	LWA04193
Milton Elementary/Middle	Canon IR 8285	LMZ02000
Milton Elementary/Middle	Canon IR ADV 6265	NML04544
Milton Elementary/Middle	Canon IR 4245	QHP07473
Milton Elementary/Middle	Canon IR 6275	NMC05349
Milton Elementary/Middle	Canon IR 6275	NMC04998
Milton Elementary/Middle	Canon IR 4235	QHM08496
Milton Elementary/Middle	Canon IR 6275	NMC05299
Milton Elementary/Middle	Canon IR C5250	JMQ13507
Milton Elementary/Middle	Canon IR ADV 6265	NML04585
Milton Elementary/Middle	Canon IR 4245	QHP07343
Milton Elementary/Middle	Canon IR 4245	QHP07477
Milton Elementary/Middle	Canon IR 4235	QHM08499
Milton Elementary/Middle	Canon IR 8285	LMZ02008
Milton High	Canon IR 8285	LMZ02007
Milton High	Canon IR 4235	QHM08500
Milton High	Canon IR ADV 6265	NML04648
Milton High	Canon IR 4245	QHP07474
Milton High	Canon IR 4245	QHP07475
Milton High	Canon IR C7260	LWA04214
Milton High	Canon IR ADV 6265	NML04586
Milton High	Canon IR 4235	QHM08502
Milton High	Canon IR 4245	QHP07479
Milton High	Canon IR ADV 6265	NML04457
Milton High	Canon IR 8285	LMZ01998
SD 10 District Office	Canon IR ADV 6265	NML04653

Owned Equipment

Building	Make/Model	Serial Number
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563134
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563138
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563216
Milton Elementary/Middle	Kyocera FS-C5250	Q553708419
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563214
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563213
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563212
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563211
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563210
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563209
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563207
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563206
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563218
Milton Elementary/Middle	HP Color Laser Jet CP1520	CNBF334479
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334471
Milton Elementary/Middle	Kyocera FS-C5250	Q553708389
Milton Elementary/Middle	Kyocera FS-1370DN	Q563563224
Milton Elementary/Middle	Kyocera FS-C5250	Q553708444
Milton Elementary/Middle	Kyocera FS-C5250	Q553708441
Milton Elementary/Middle	Kyocera FS-C5250	Q553708434
Milton Elementary/Middle	Kyocera FS-C5250	Q553708432
Milton Elementary/Middle	Kyocera FS-C5250	Q553708426
Milton Elementary/Middle	Kyocera FS-C5250	Q553708425
Milton Elementary/Middle	Kyocera FS-C5250	Q553708415
Milton Elementary/Middle	Kyocera FS-C5250	Q553708418
Milton Elementary/Middle	Kyocera FS-C5250	Q553708422
Milton Elementary/Middle	Kyocera FS-C5250	Q553708421
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563142
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563233

Building	Make/Model	Serial Number
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563241
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563240
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563239
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563238
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563245
Milton Elementary/Middle	Kyocera FS-1370DN	Q653564320
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563237
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563236
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334478
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563201
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563219
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563244
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563234
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF255058
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563232
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563231
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563230
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563229
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563228
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563227
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF255066
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563225
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334452
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334461
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334467
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334468
Milton Elementary/Middle	Canon LBP 5460	MEMA001337
Milton High	HP Laser Jet CP1525nw	CNBF255055
Milton High	Kyocera FS-C5250	Q553708414
Milton High	Kyocera FS-C5250	Q553708413
Milton High	Kyocera FS-C5250	Q553708402
Milton High	Kyocera FS-C5250	Q553708064

Building	Make/Model	Serial Number
Milton High	Kyocera FS-C5250	Q553708063
Milton High	Kyocera FS-C5250	Q553708067
Milton High	Kyocera FS-1370DN	Q653563141
Milton High	Kyocera FS-1370DN	Q653563226
Milton High	Kyocera FS-1370DN	Q653563223
Milton High	Kyocera FS-1370DN	Q653563222
Milton High	Kyocera FS-1370DN	Q653563221
Milton High	Kyocera FS-1370DN	Q653563220
Milton High	Kyocera FS-1370DN	Q653563217
Milton High	Kyocera FS-1370DN	Q653563139
Milton High	Kyocera FS-1370DN	Q653563235
Milton High	Kyocera FS-C5250	Q553708420
Milton High	Kyocera FS-1370DN	Q653563215
Milton High	Kyocera FS-1370DN	Q653563132
Milton High	Kyocera FS-1370DN	Q653563131
Milton High	Kyocera FS-1370DN	Q653563128
Milton High	Kyocera FS-1370DN	Q653562310
Milton High	Kyocera FS-1370DN	Q653536237
Milton High	Kyocera FS-C5250	Q553708424
Milton High	Kyocera FS-C5250	Q553708423
Milton High	Kyocera FS-1370DN	Q653563243
SD 10 District Office	Toshiba e-Studio 3040c	CNG113800
SD 10 District Office	Kyocera FS-C5250	Q553708062
SD 10 District Office	Canon LBP 5460	MEMA001153
SD 10 District Office	Toshiba ES6550C	CLF110402



Service and Supply Contract - Client

Specialized Purchasing Consultants ("SPC") hereby contracts with _____ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

**AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants**

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

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

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

12/23/13

StarDoc User Names

Name	User Name
Don Johnson	djohnson@mtsd-vt.org
Kathy Therriault	ktherriault@mtsd-vt.org
Kerry Sewell	ksewell
Melissa Hayden-raley	MHayden@mtsd-vt.org
Norma Wells	nwells@mtsd-vt.org
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**2012****STARDOC created**

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013**Daily Tracking**

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014**Monthly Audits**

- Allows user to see monthly snapshot of current usage and estimated projections

2015**New Mapping Options & Asset Management**

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



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
 - Allows you to formulate next year's budgets 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 floor plans
 - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
 - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
 - Device information tab will allow you to easily access the web interface of the printer/copier
 - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
 - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
 - Allows IT and Business Manager to move devices around on Floor Plan
 - Paper trail of device locations after summer break
 - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
 - Control Access and Permissions to Star Doc
 - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
 - Centralized location for detailed information of District's assets
 - Exportable device listing to Excel or PDF
 - Tracks additional non-contract devices
 - IP Addresses and MAC addresses automatically imported
 - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
 - Monthly Cost Snapshot
 - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
 - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
 - Shows the last time that FMAudit synced for that client



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 more than 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 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***. We manage your contracts for up to five years from the date of installation.

2. Exclusive STAR Doc Software

- 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.
- STAR Doc 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 annually and/or quarterly.
- With SPC's Simplified Billing Program, TWO 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 over usage
- 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 \$3.5 million for all of our clients. That translates into **Savings of more than \$17.4 million over five years!****



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2015 there were over a thousand.
- 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).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

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 cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices & contracts.

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments...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 manages over 5,000 pieces of equipment;
Our relationship with our vendors has never been stronger!