



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

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



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

October 2018

Skip Tilton
President

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

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Don:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is now 12 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 as well as new services soon to be offered and how you can benefit from these services.

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

Table of Contents

The SPC Team	3
Equipment Health Status	4
Aging Equipment Summary	5
Non Contracted Devices	9
StarDoc Timeline	10
StarDoc Features	12
StarDoc New Features	14
Annual Black Volume by Building	15
Annual Black Volume Overall	16
Average Student to Copy Usage – Black Only	17
Cost Comparison – Black Only	18
Annual Color Volume by Building	19
Annual Color Volume Overall	20
Average Student to Copy Usage – Color Only	21
Cost Comparison – Color Only	22
CURRENT BLACK & COLOR USAGE COMPARISONS	23
Usage Profile for Service & Supplies	24
SPC Service & Supply Cost Savings	57
Projected Equipment Costs by Building - Black	58
Projected Equipment Costs by Building - Color	59
Service & Supply Usage Profile by Vendor - Black	60
Service & Supply Usage Profile by Vendor - Color	61
Reprographic Equipment Assessment	62
Leased Equipment	63
Owned Equipment	65
Service and Supply Contract - Client	69
Warranty	70
StarDoc User Names	71
Benefits of partnering with SPC	72
SPC Values Our Vendors	73

The SPC Team...

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

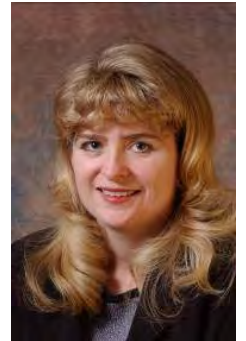


Skip Tilton, President

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 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, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



Jessica Paradis

Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster

Operations Manager

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 *at no additional charge to our clients* features that normally cost thousands of dollars.



Pam Weed

Client-Vendor Relations

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

Joel Heffernan

Implementation Specialist

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experience with SPC.



Robert Dutil

Director of Information Technology

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. 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.

Equipment Health Status

Total Number of Machines:	114
Total Black Photocopiers	24
Total Color Photocopiers	5
Total Black Network Printers	51
Total Color Network Printers	34
Total Removed from Service:	1
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	87
# of Units Overused:	0
# of Units Underused:	20
Commencement Date:	11/1/2014
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2020
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	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,

It has been 4.5 years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 87 machines that are nearing the end of warranty. We noticed that you have 20 printers that are underused, doing less than 500 prints last year.

Take note that there is some powerful print management software that you may want to consider this time around. (See page #14) In reviewing both your black and color usage compared to over 54 school districts across three states, your ratios are well above average. This could be addressed with your next upgrade. Please note that your Color usage is extremely high compared to other districts at 484 Copies per student compared to the industry at 185.

In order to stay ahead of your reliability curve, your next upgrade could take place in the Summer of 2019 when you will have made your last lease payment. I am confident that there are other needs that an onsite visit will be able to address.

Sincerely,
Skip
2017 - 2018 Year-End Photocopier Analysis with 2018-2019 Projections

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	310 Suite	Kyocera FS-1370DN	Q653563239	OSV	07/2010
Milton Elementary/Middle	Cafeteria Office	Kyocera FS-1370DN	Q653563142	OSV	07/2010
Milton Elementary/Middle	Cart 2 Burton - MMS	Kyocera FS-C5250	Q553708422	OSV	12/2010
Milton Elementary/Middle	IT Office	Kyocera FS-1370DN	Q653563212	OSV	07/2010
Milton Elementary/Middle	IT Storage	HP Laser Jet CP1525nw	CNBF334468	OSV	11/2010
Milton Elementary/Middle	IT Storage	HP Laser Jet CP1525nw	CNBF334478	OSV	11/2010
Milton Elementary/Middle	IT Storage	Kyocera FS-1370DN	Q653563209	OSV	07/2010
Milton Elementary/Middle	IT Storage	HP Laser Jet CP1525nw	CNBF334467	OSV	11/2010
Milton Elementary/Middle	K-5 Admin Office	Canon LBP 5460	MEMA001337	CSA-VT	08/2009
Milton Elementary/Middle	Library Office Label Printer	Kyocera FS-1370DN	Q653563233	OSV	07/2010
Milton Elementary/Middle	MES Room 432	Kyocera FS-1370DN	Q653563224	OSV	07/2010
Milton Elementary/Middle	MES Room 432	Kyocera FS-1370DN	Q653563224	OSV	07/2010
Milton Elementary/Middle	MES Room 445 - ICT2	HP Laser Jet CP1525nw	CNBF334471	OSV	11/2010
Milton Elementary/Middle	MES Room 447	Kyocera FS-C5250	Q553708434	OSV	12/2010
Milton Elementary/Middle	MMS ICT5	HP Laser Jet CP1525nw	CNBF334461	OSV	11/2010
Milton Elementary/Middle	MMS Room 118	Kyocera FS-1370DN	Q653563207	OSV	07/2010
Milton Elementary/Middle	Room 117 Design Tech	Kyocera FS-C5250	Q553708426	OSV	12/2010
Milton Elementary/Middle	Room 128 Art - MMS	Kyocera FS-C5250	Q553708062	OSV	12/2010
Milton Elementary/Middle	Room 147	Kyocera FS-1370DN	Q653563234	OSV	07/2010
Milton Elementary/Middle	Room 205 Cart 9 (MMS)	Kyocera FS-C5250	Q553708415	OSV	12/2010

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Milton Elementary/Middle	Room 206 Cart 11	Kyocera FS-1370DN	Q653563244	OSV	07/2010
Milton Elementary/Middle	Room 208 (MMS)	Kyocera FS-1370DN	Q653563238	OSV	07/2010
Milton Elementary/Middle	Room 212 Cart 7 (MMS)	Kyocera FS-1370DN	Q653563227	OSV	07/2010
Milton Elementary/Middle	Room 213 Cart 6 Roof - MMS	Kyocera FS-1370DN	Q653563229	OSV	07/2010
Milton Elementary/Middle	Room 215 Cart 10	Kyocera FS-1370DN	Q653563245	OSV	07/2010
Milton Elementary/Middle	Room 224 Cart 1	Kyocera FS-1370DN	Q653563232	OSV	07/2010
Milton Elementary/Middle	Room 224 Cart 8	Kyocera FS-C5250	Q553708421	OSV	12/2010
Milton Elementary/Middle	Room 233 Cart 5	Kyocera FS-1370DN	Q653563225	OSV	07/2010
Milton Elementary/Middle	Room 235 Cart 12	Kyocera FS-1370DN	Q653563240	OSV	07/2010
Milton Elementary/Middle	Room 237 - MMS	Kyocera FS-1370DN	Q653563241	OSV	07/2010
Milton Elementary/Middle	Room 240	Kyocera FS-1370DN	Q653563216	OSV	07/2010
Milton Elementary/Middle	Room 241 (MMS)	Kyocera FS-C5250	Q553708425	OSV	12/2010
Milton Elementary/Middle	Room 243 Cart 4	Kyocera FS-1370DN	Q653563230	OSV	07/2010
Milton Elementary/Middle	Room 316	Kyocera FS-1370DN	Q653563213	OSV	07/2010
Milton Elementary/Middle	Room 324 - MES	Kyocera FS-1370DN	Q653563218	OSV	07/2010
Milton Elementary/Middle	Room 336 Assistant Principal	Kyocera FS-1370DN	Q653563231	OSV	07/2010
Milton Elementary/Middle	Room 403	Kyocera FS-C5250	Q553708419	OSV	12/2010
Milton Elementary/Middle	Room 406	Kyocera FS-1370DN	Q653563210	OSV	07/2010
Milton Elementary/Middle	Room 409 Behavior	Kyocera FS-1370DN	Q653563214	OSV	07/2010
Milton Elementary/Middle	Room 421	Kyocera FS-C5250	Q553708389	OSV	12/2010
Milton Elementary/Middle	Room 433	Kyocera FS-C5250	Q553708444	OSV	12/2010
Milton Elementary/Middle	Room 436	Kyocera FS-1370DN	Q653563134	OSV	07/2010
Milton Elementary/Middle	Room 439 ICT7	HP Laser Jet CP1525nw	CNBF334452	OSV	11/2010
Milton Elementary/Middle	Room 441	Kyocera FS-1370DN	Q653564320	OSV	07/2010

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Milton Elementary/Middle	Room 443	Kyocera FS-C5250	Q553708418	OSV	12/2010
Milton Elementary/Middle	Room 444	Kyocera FS-1370DN	Q653563228	OSV	07/2010
Milton Elementary/Middle	Room 448 Guidance	Kyocera FS-1370DN	Q653563219	OSV	07/2010
Milton Elementary/Middle	Room 450 Chromebook Cart 10	Kyocera FS-1370DN	Q653563139	OSV	07/2010
Milton Elementary/Middle	Room 451	Kyocera FS-C5250	Q553708432	OSV	12/2010
Milton Elementary/Middle	Room 456	Kyocera FS-C5250	Q553708441	OSV	12/2010
Milton Elementary/Middle	Room 462	Kyocera FS-1370DN	Q653563236	OSV	07/2010
Milton Elementary/Middle	Room 463 (MES)	Kyocera FS-1370DN	Q653563138	OSV	07/2010
Milton Elementary/Middle	Unknown	Kyocera FS-1370DN	Q653563211	OSV	07/2010
Milton High	Art's Color Laser	Kyocera FS-C5250	Q553708063	OSV	12/2010
Milton High	Athletic Offices	Kyocera FS-1370DN	Q653563132	OSV	07/2010
Milton High	Boys' PE Office	Kyocera FS-1370DN	Q653563131	OSV	07/2010
Milton High	IT Storage	Kyocera FS-1370DN	Q653563141	OSV	07/2010
Milton High	Room 101 Admin	Kyocera FS-C5250	Q553708413	OSV	12/2010
Milton High	Room 114 IT	Kyocera FS-1370DN	Q653563222	OSV	07/2010
Milton High	Room 116 Guidance	Kyocera FS-C5250	Q553708424	OSV	12/2010
Milton High	Room 127 Nurse	Kyocera FS-1370DN	Q653563237	OSV	07/2010
Milton High	Room 132	Kyocera FS-C5250	Q553708064	OSV	12/2010
Milton High	Room 146 Shop	Kyocera FS-C5250	Q553708402	OSV	12/2010
Milton High	Room 151 Maintenance	Kyocera FS-1370DN	Q653563243	OSV	07/2010
Milton High	Room 165 Kitchen	Kyocera FS-1370DN	Q653563215	OSV	07/2010
Milton High	Room 205	Kyocera FS-1370DN	Q653563220	OSV	07/2010
Milton High	Room 206	Kyocera FS-1370DN	Q653563128	OSV	07/2010
Milton High	Room 212	Kyocera FS-1370DN	Q653562310	OSV	07/2010

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Milton High	Room 219	Kyocera FS-C5250	Q553708423	OSV	12/2010
Milton High	Room 304	Kyocera FS-1370DN	Q653563235	OSV	07/2010
Milton High	Room 307	Kyocera FS-1370DN	Q653563206	OSV	07/2010
Milton High	Room 308	Kyocera FS-C5250	Q553708414	OSV	12/2010
Milton High	Room 316	Kyocera FS-C5250	Q553708067	OSV	12/2010
Milton High	Room 316	HP Laser Jet CP1525nw	CNBF255058	OSV	11/2010
Milton High	Room 317	Kyocera FS-1370DN	Q653563217	OSV	07/2010
Milton High	Room 329	Kyocera FS-1370DN	Q653563226	OSV	07/2010
Milton High	Room 331	HP Laser Jet CP1525nw	CNBF255066	OSV	11/2010
Milton High	Room 337	HP Color Laser Jet CP1520	CNBF334479	OSV	09/2010
Milton High	Room 338	Kyocera FS-1370DN	Q653563223	OSV	07/2010
Milton High	Room 340	Kyocera FS-1370DN	Q653563221	OSV	07/2010
Milton High	Room 347	Kyocera FS-C5250	Q553708420	OSV	12/2010
Milton High	Room 443	HP Laser Jet CP1525nw	CNBF255055	OSV	11/2010
SD 10 District Office	DST Mail Room	Toshiba ES6550C	CLF110402	OSV	05/2011
SD 10 District Office	Registrar	Kyocera FS-1370DN	Q653563201	OSV	07/2010
SD 10 District Office	Room 134 TRC	Toshiba e-Studio 3040c	CNG113800	OSV	05/2011
SD 10 District Office	Superintendent's Office Room 107	Canon LBP 5460	MEMA001153	CSA-VT	08/2009

Non Contracted Devices

SD 10 Milton

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET P2055dn	CNB9013468	10.11.44.99	12/8/2017 8:33:13 AM
HP 6500 E710n-z	CN19D3412T05JW	10.11.204.12	2/17/2018 8:33:12 AM
IBM Infoprint 1552	7907ZCK	10.11.32.205	12/14/2017 8:31:48 AM
HP LASERJET 4050 SERIES	USBC000825	10.11.32.8	10/15/2018 8:31:56 AM
HP Designjet T120	CN778BM099	10.10.40.26	10/15/2018 8:31:56 AM

Machine Count: 5... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.



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 and supply contracts.

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail
- Initiated 5% cost per print annual increase cap

2001 Solid-Ink Printers and Meter Collection

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- 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 endure any and all funding sources provided legal documentation to meet State statutes and regulations

2003 Contracts and Warranties Updated

- 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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007 Insurance Fund

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs)

2012 STARDoc - Print Management Software Developed and Implemented

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced

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.

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



- **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

New Features

Industry Wide

Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing.


- Print to a single global queue, walk up, and collect at any device.
- The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.

STARDoc

NEW! Over Budget Report feature

- Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.
- Catch overused equipment early, before equipment begins to break down due to over use.
- Request service history on any machine right through STARDoc.

Over Budget



Room:

Room 201 Principal's Office

Make & Model:

Canon IRC5051

Serial Number:

GQM65369

IP Address:

172.16.10.145

Projected Amount Over Budget:

\$1,902

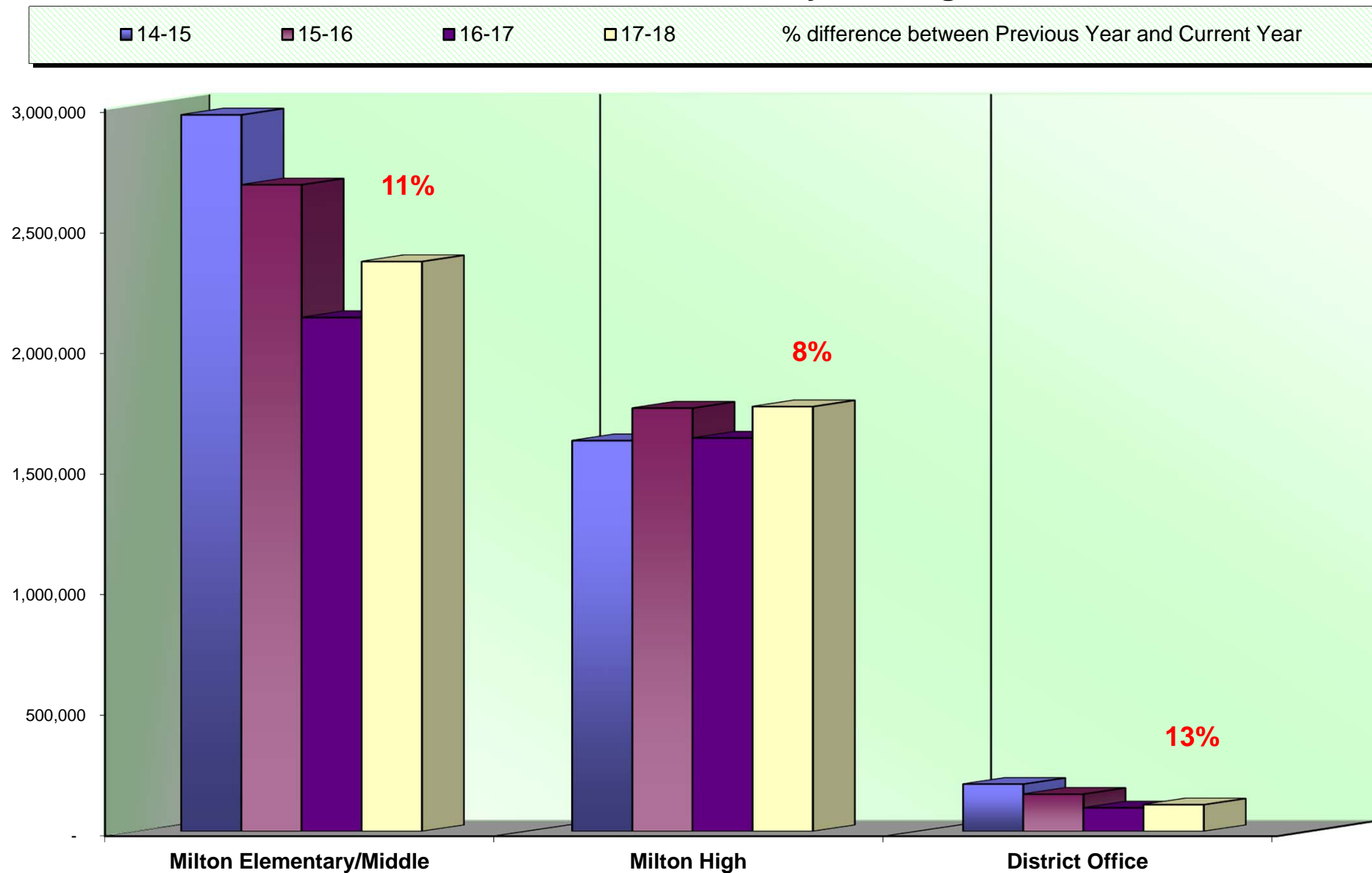
Previous

Next

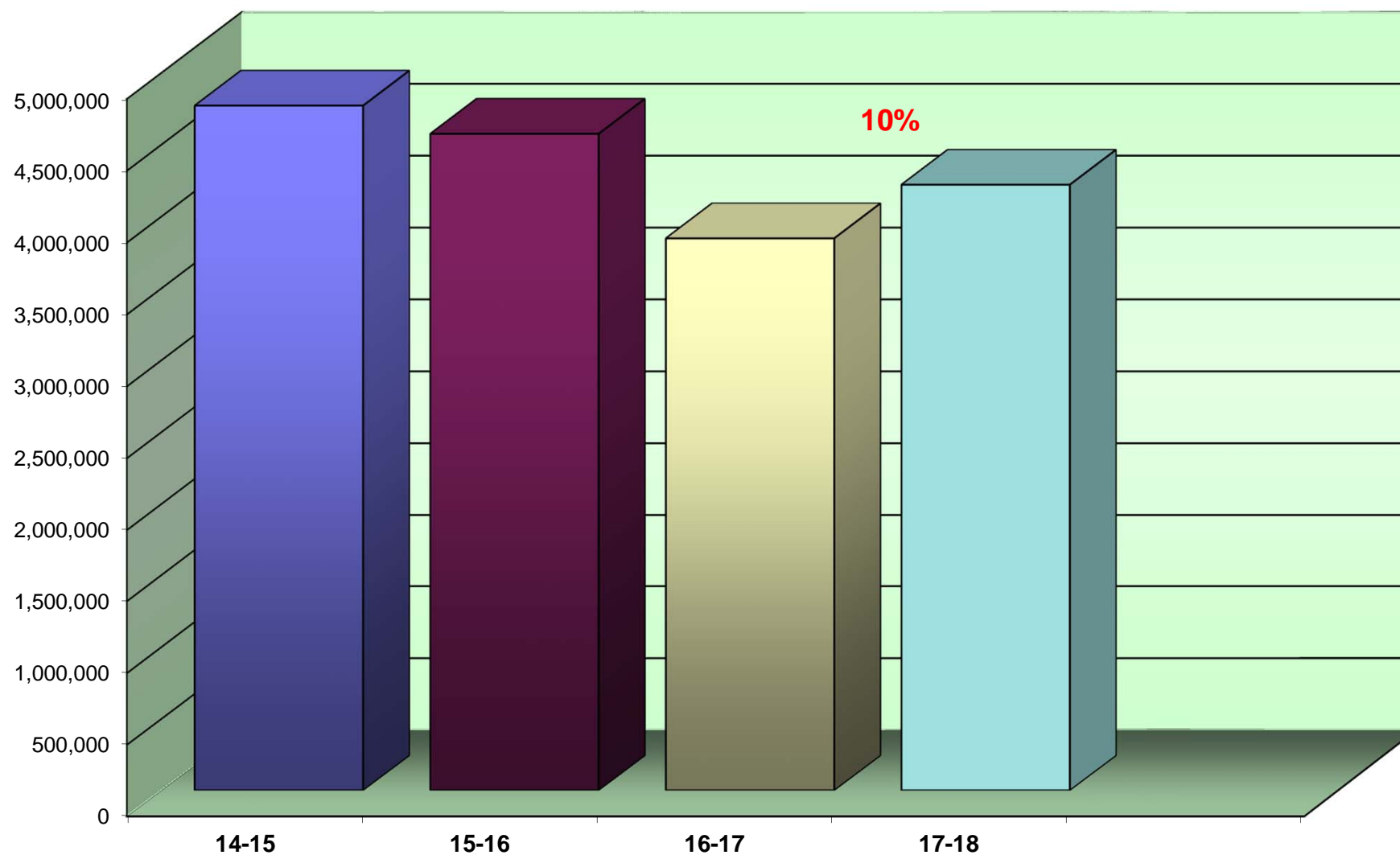
Request Service History

Close

Annual Black Volume by Building



Annual Black Volume Overall



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

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	1,226	2,353,884	\$47,117.48	1,920	\$38.43
Milton High	479	1,756,569	\$35,000.01	3,667	\$73.07
SD 10 District Office	0	112,126	\$2,404.36	0	\$0.00
Totals	1,705	4,222,579	\$84,521.85	2,477	\$49.57

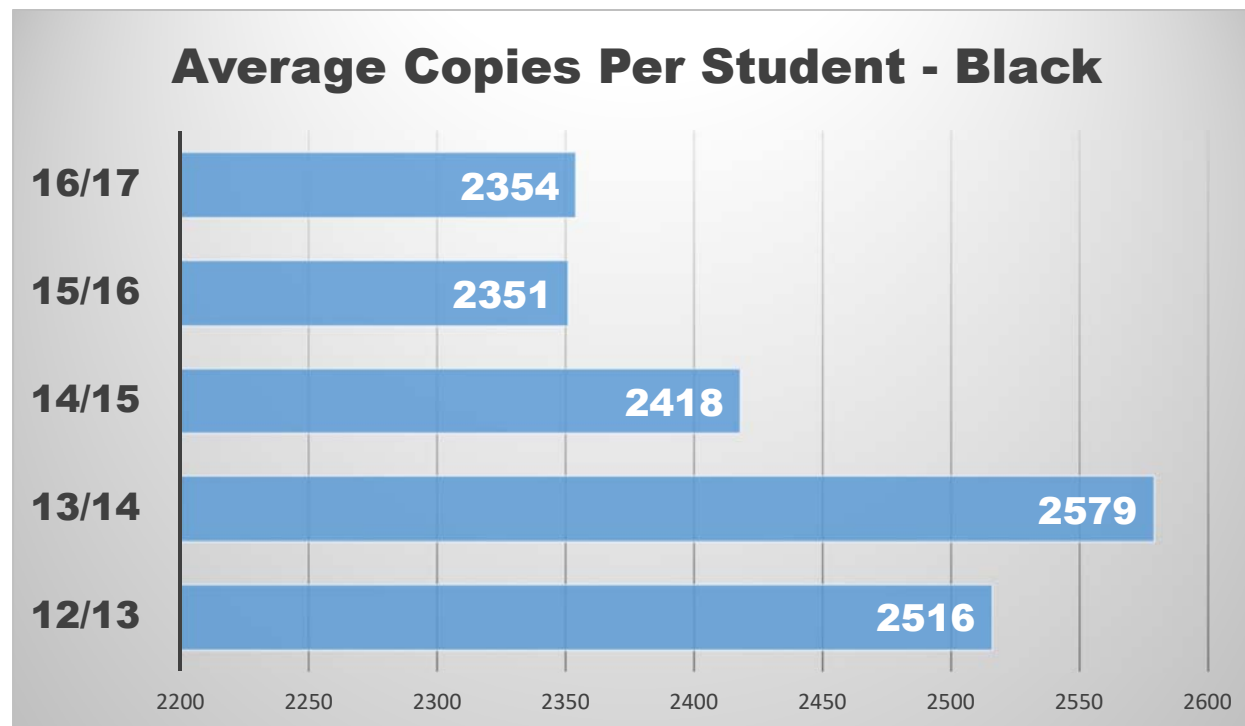
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black Only

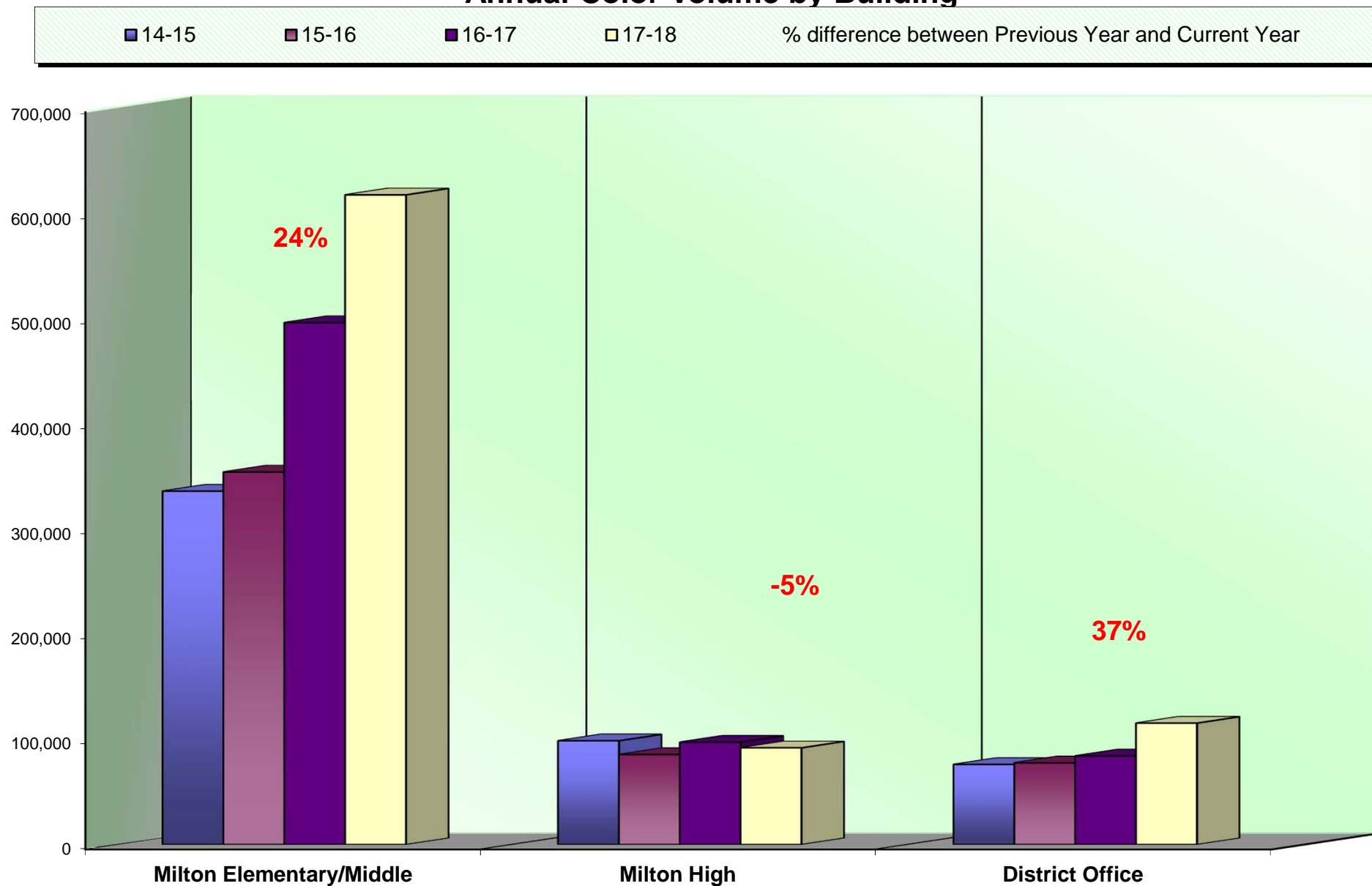
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<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	88,906	209,301,843	\$4,194,294.05	2,354	\$47.17

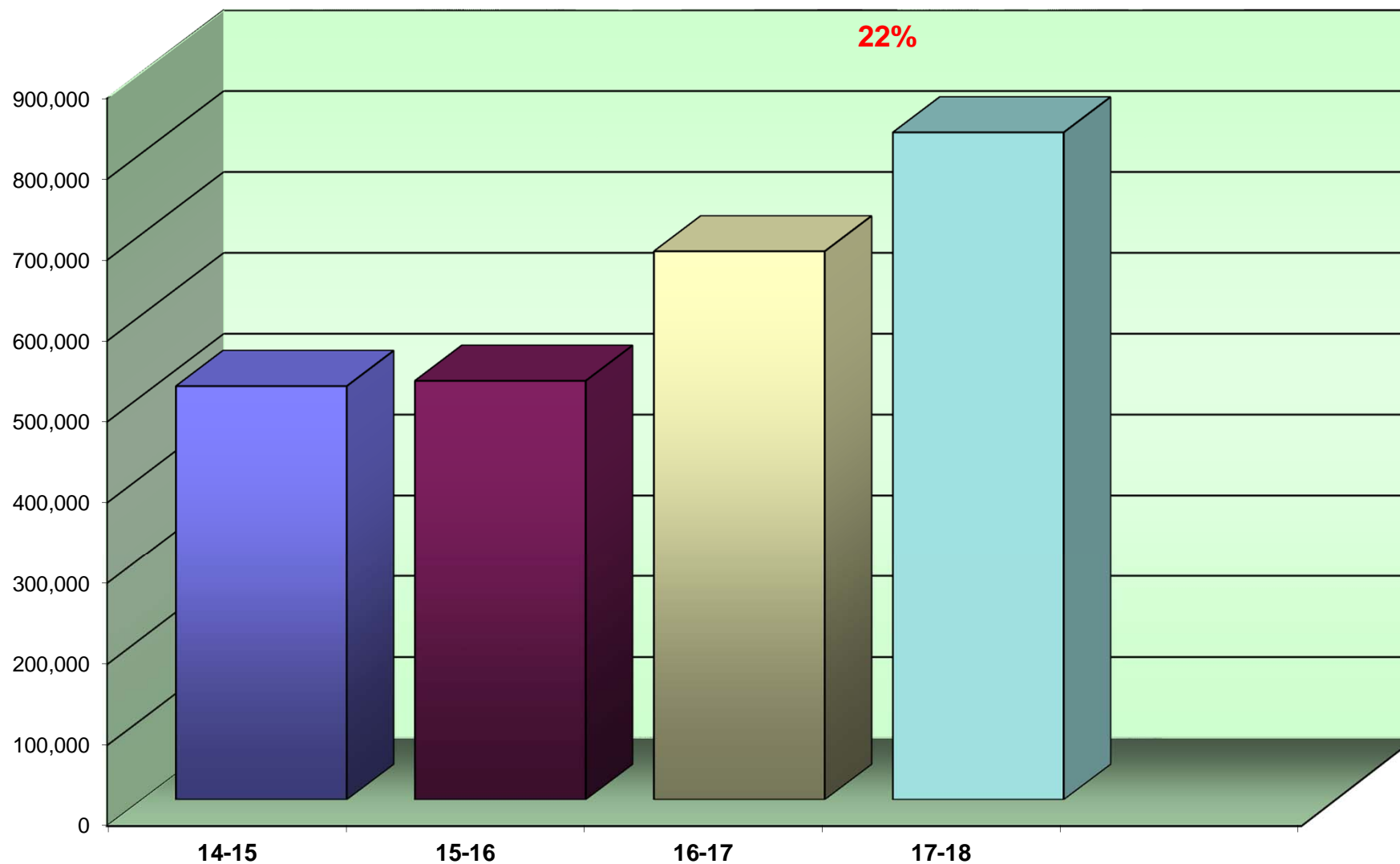
* Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment



Annual Color Volume by Building



Annual Color Volume Overall



% 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	1,226	616,823	\$30,548.95	503	\$24.92
Milton High	479	92,481	\$4,816.55	193	\$10.06
SD 10 District Office	0	115,919	\$6,164.81	0	\$0.00
Totals	1,705	825,223	\$41,530.31	484	\$24.36

**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report. Note: New STARDoc tool will flag the High Color Usage. See Page #14 under new STARDoc features. Industry Ratios are 185 color prints per student per year. Please contact our SPC technical team to provide training to your staff.*

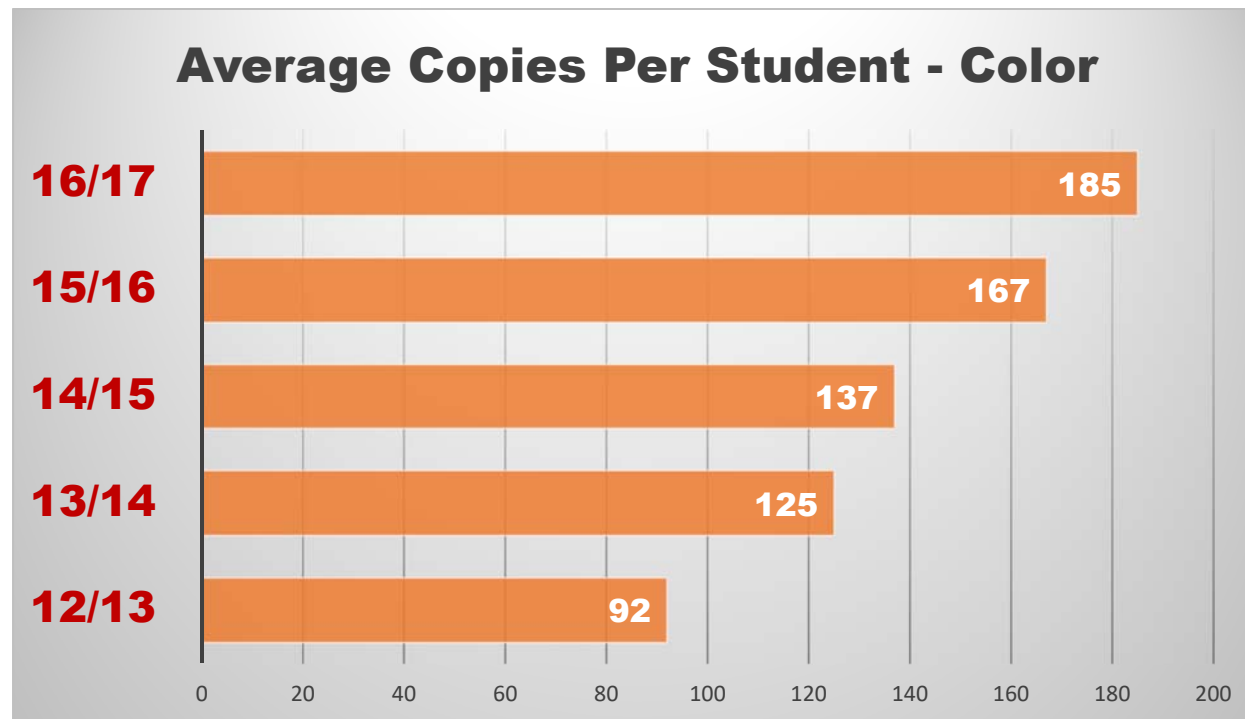
<i>District Wide Black Totals</i>	4,224,939	\$15,925.87
<i>District Wide Color Totals</i>	825,223	\$40,396.51

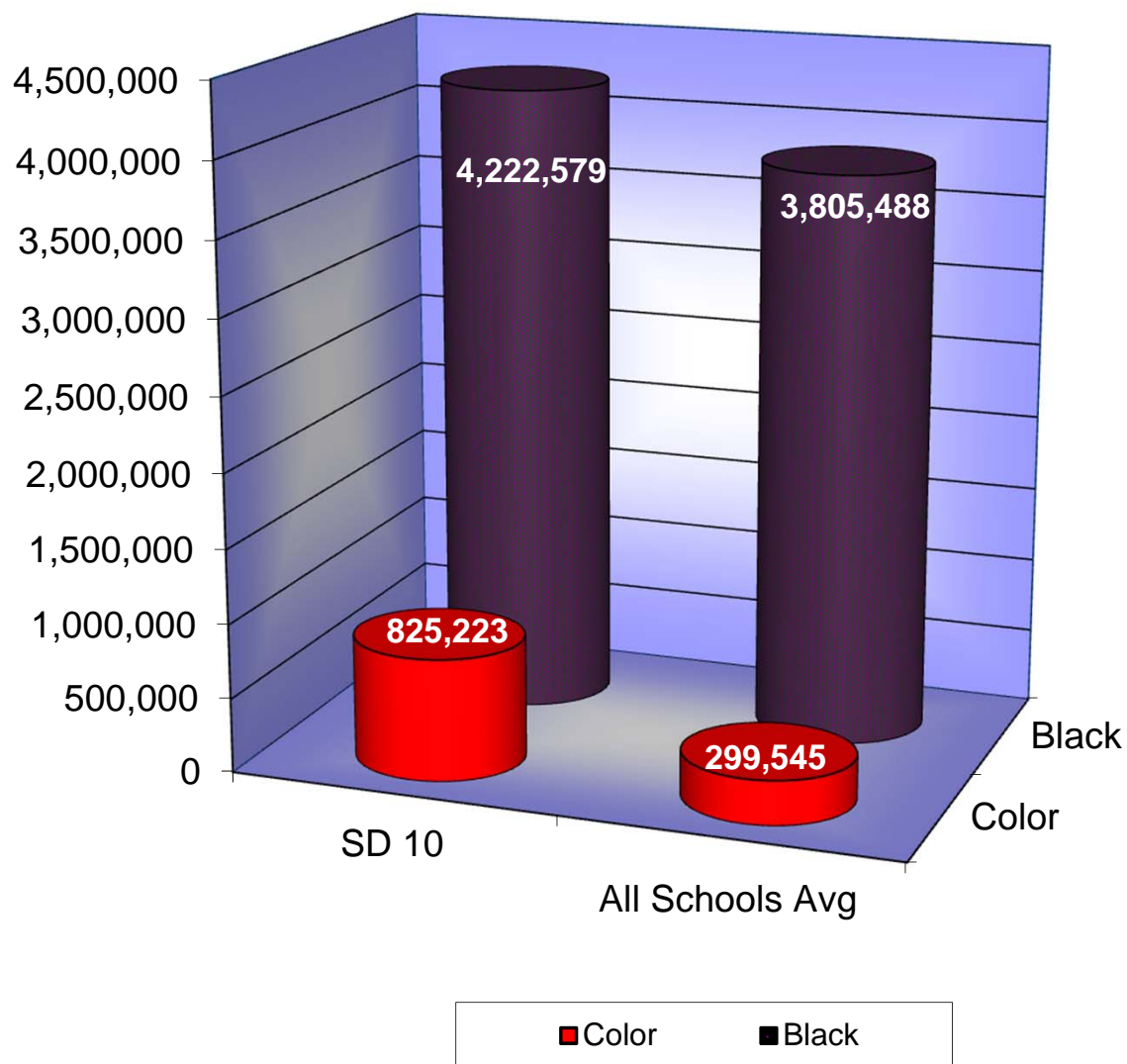
Cost Comparison – Color Only

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	88,906	16,474,996	\$820,060.24	185	\$9.22

* Total District Cost refers to the cost of Service and Supplies only; paper and equipment costs are calculated into the Black Comparison chart.



CURRENT BLACK & COLOR USAGE COMPARISONS

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</i>	<i>Date of Last Upgrade: 11/1/2014</i>				
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
310 Suite					
Kyocera FS-1370DN / 37 PPM	12,820	14,248	1,428	\$0.006590	8 years from Intro.
Q653563239 / 03003				\$9.41	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Cafeteria Office					
Kyocera FS-1370DN / 37 PPM	14,266	14,307	41	\$0.006590	8 years from Intro. Underused!
Q653563142 / 03012				\$0.27	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Cart 2 Burton - MMS					
Kyocera FS-C5250 / 28 PPM	7,208	9,641	2,433	\$0.006590	8 years from Intro.
Q553708422 / 03022				\$16.03	
500,000 / 12/2010	9,937	15,463	5,526	\$0.05934	
Color Network Printer				\$327.91	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 11/1/2014	
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Hall A					
Canon IR ADV 6265 / 65 PPM NML04585 / GW3GI 3,000,000 / 11/2012 Black Photocopier CSA-VT	1,220,389 0	1,696,763 0	476,374 0	\$0.003620 \$1,724.47 \$0.00000 \$0.00	None at this time.
IT Office					
Kyocera FS-1370DN / 37 PPM Q653563212 / 03046 750,000 / 07/2010 Black Network Printer OSV	8,151 0	8,893 0	742 0	\$0.006590 \$4.89 \$0.00000 \$0.00	8 years from Intro.

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 11/1/2014</i>		
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
IT Storage					
HP Laser Jet CP1525nw / 12 PPM CNBF334478 / 02478 150,000 / 11/2010 Color Network Printer OSV	2,194	2,235	41	\$0.014500 \$0.59	8 years from Intro. Underused!
	8,423	8,463	40	\$0.15824 \$6.33	
HP Laser Jet CP1525nw / 12 PPM CNBF334467 / 02211 150,000 / 11/2010 Color Network Printer OSV	472	473	1	\$0.014500 \$0.01	8 years from Intro. Underused!
	2,049	2,050	1	\$0.15824 \$0.16	
HP Laser Jet CP1525nw / 12 PPM CNBF334468 / 02214 150,000 / 11/2010 Color Network Printer OSV	683	684	1	\$0.014500 \$0.01	8 years from Intro. Underused!
	845	858	13	\$0.15824 \$2.06	
Kyocera FS-1370DN / 37 PPM Q653563209 / 03037 750,000 / 07/2010 Black Network Printer OSV	1,159	1,204	45	\$0.006590 \$0.30	8 years from Intro. Underused!
	0	0	0	\$0.00000 \$0.00	

<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>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>					
MILTON ELEMENTARY/MIDDLE							
K-5 Admin Office							
Canon IR 4245 / 45 PPM	34,287	45,137	10,850		\$0.003620	None at this time.	
QHP07343 / GW3HE					\$39.28		
1,000,000 / 10/2013	0	0	0		\$0.00000		
Black Photocopier					\$0.00		
CSA-VT							
Canon LBP 5460 / 31 PPM	11,574	15,928	4,354		\$0.004250	9 years from Intro.	
MEMA001337 / GW28M					\$18.50		
750,000 / 08/2009	46,918	57,643	10,725		\$0.05441		
Color Network Printer					\$583.55		
CSA-VT							
Library							
Canon IR ADV 6265 / 65 PPM	161,999	193,678	31,679		\$0.003620	None at this time.	
NML04653 / GW3G5					\$114.68		
3,000,000 / 11/2012	0	0	0		\$0.00000		
Black Photocopier					\$0.00		
CSA-VT							
Canon IR C7260 / 60 PPM	439,182	600,651	161,469		\$0.003620	None at this time.	
LWA04193 / GW3GW					\$584.52		
3,000,000 / 04/2013	419,546	728,671	309,125		\$0.04592		
Color Photocopier					\$14,195.02		
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>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
<i>Library Office Label Printer</i>					
Kyocera FS-1370DN / 37 PPM Q653563233 / 03009 750,000 / 07/2010 Black Network Printer OSV	15,032 0	15,437 0	405 0	\$0.006590 \$2.67 \$0.00000 \$0.00	8 years from Intro. Underused!
<i>MES Hall A</i>					
Canon IR C5250 / 50 PPM JMQ13507 / GW3G6 3,000,000 / 10/2012 Color Photocopier CSA-VT	426,710 375,249	566,155 609,968	139,445 234,719	\$0.003620 \$504.79 \$0.04592 \$10,778.30	None at this time.
<i>MES Hall C</i>					
Canon IR 8285 / 85 PPM LMZ02008 / GW3GU 4,000,000 / 11/2012 Black Photocopier CSA-VT	667,390 0	936,628 0	269,238 0	\$0.003620 \$974.64 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 11/1/2014		
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MILTON ELEMENTARY/MIDDLE						
MES Room 432						
Kyocera FS-1370DN / 37 PPM Q653563224 / 03043 750,000 / 07/2010 Black Network Printer OSV	15,966 0	18,326 0	2,360 0	\$0.006590 \$15.55 \$0.00000 \$0.00	8 years from Intro.	
Kyocera FS-1370DN / 37 PPM Q653563224 / 03043 750,000 / 07/2010 Black Network Printer OSV	15,966 0	18,326 0	2,360 0	\$0.006590 \$15.55 \$0.00000 \$0.00		
MES Room 445 - ICT2						
HP Laser Jet CP1525nw / 12 PPM CNBF334471 / 02197 150,000 / 11/2010 Color Network Printer OSV	6,142 2,126	8,948 3,653	2,806 1,527	\$0.014500 \$40.69 \$0.15824 \$241.63		8 years from Intro.
HP Laser Jet CP1525nw / 12 PPM CNBF334471 / 02197 150,000 / 11/2010 Color Network Printer OSV	6,142 2,126	8,948 3,653	2,806 1,527	\$0.014500 \$40.69 \$0.15824 \$241.63		
MES Room 447						
Kyocera FS-C5250 / 28 PPM Q553708434 / 03028 500,000 / 12/2010 Color Network Printer OSV	7,677 22,777	9,479 26,953	1,802 4,176	\$0.006590 \$11.88 \$0.05934 \$247.80	8 years from Intro.	
Kyocera FS-C5250 / 28 PPM Q553708434 / 03028 500,000 / 12/2010 Color Network Printer OSV	7,677 22,777	9,479 26,953	1,802 4,176	\$0.006590 \$11.88 \$0.05934 \$247.80		

<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>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
MMS ICT5					
HP Laser Jet CP1525nw / 12 PPM CNBF334461 / 02219 150,000 / 11/2010 Color Network Printer OSV	2,168 2,882	2,191 2,921	23 39	\$0.014500 \$0.33 \$0.15824 \$6.17	8 years from Intro. Underused!
MMS Office					
Canon IR 6275 / 75 PPM NMC05349 / GW3GX 4,000,000 / 11/2012 Black Photocopier CSA-VT	224,139 0	342,319 0	118,180 0	\$0.003620 \$427.81 \$0.00000 \$0.00	None at this time.
MMS Room 118					
Kyocera FS-1370DN / 37 PPM Q653563207 / 03038 750,000 / 07/2010 Black Network Printer OSV	2,886 0	2,946 0	60 0	\$0.006590 \$0.40 \$0.00000 \$0.00	8 years from Intro. Underused!
Nurse					
Kyocera FS-1370DN / 37 PPM Q653536237 / 03047 750,000 / 07/2010 Black Network Printer OSV	4,208 0	4,208 0	0 0	\$0.006590 \$0.00 \$0.00000 \$0.00	Traded

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2014</i>				
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
Room 117 Design Tech					
Kyocera FS-C5250 / 28 PPM	4,102	6,182	2,080	\$0.006590	8 years from Intro.
Q553708426 / 03021				\$13.71	
500,000 / 12/2010	7,839	12,130	4,291	\$0.05934	
Color Network Printer				\$254.63	
OSV					
Room 127 Mail Room					
Canon IR 8285 / 85 PPM	489,780	621,556	131,776	\$0.003620	None at this time.
LMZ02000 / GW3GS				\$477.03	
4,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 128 Art - MMS					
Kyocera FS-C5250 / 28 PPM	2,880	3,311	431	\$0.006590	8 years from Intro.
Q553708062 / 03073				\$2.84	
500,000 / 12/2010	9,958	15,489	5,531	\$0.05934	
Color Network Printer				\$328.21	
OSV					
Room 134 TRC					
Canon IR ADV 6265 / 65 PPM	331,121	430,988	99,867	\$0.003620	None at this time.
NML04544 / GW3G3				\$361.52	
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 Vendor				Date of Last Upgrade: 11/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 147					
Kyocera FS-1370DN / 37 PPM	8,423	9,279	856	\$0.006590	8 years from Intro.
Q653563234 / 03014				\$5.64	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 165 - Nurse					
Canon IR 4245 / 45 PPM	112,834	156,851	44,017	\$0.003620	None at this time.
QHP07473 / GW3GB				\$159.34	
1,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 205 Cart 9 (MMS)					
Kyocera FS-C5250 / 28 PPM	8,039	8,397	358	\$0.006590	8 years from Intro.
Q553708415 / 03023				\$2.36	
500,000 / 12/2010	11,126	13,057	1,931	\$0.05934	
Color Network Printer				\$114.59	
OSV					
Room 206 Cart 11					
Kyocera FS-1370DN / 37 PPM	15,230	21,819	6,589	\$0.006590	8 years from Intro.
Q653563244 / 03004				\$43.42	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Date of Last Upgrade: 11/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID			2017-18		
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
MILTON ELEMENTARY/MIDDLE					
Room 208 (MMS)					
Kyocera FS-1370DN / 37 PPM	7,114	12,518	5,404	\$0.006590	8 years from Intro.
Q653563238 / 03011				\$35.61	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 211 (MMS)					
Canon IR 4235 / PPM	26,269	32,287	6,018	\$0.003620	None at this time.
QHM08496 / GW3HI				\$21.79	
750,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 212 Cart 7 (MMS)					
Kyocera FS-1370DN / 37 PPM	9,900	13,164	3,264	\$0.006590	8 years from Intro.
Q653563227 / 03019				\$21.51	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 213 Cart 6 Roof - MMS					
Kyocera FS-1370DN / 37 PPM	8,612	11,217	2,605	\$0.006590	8 years from Intro.
Q653563229 / 03007				\$17.17	
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	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 215 Cart 10					
Kyocera FS-1370DN / 37 PPM	8,070	11,446	3,376	\$0.006590	8 years from Intro.
Q653563245 / 03002				\$22.25	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 222					
Canon IR 6275 / 75 PPM	716,740	938,665	221,925	\$0.003620	None at this time.
NMC04998 / GW3GZ				\$803.37	
4,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 224 Cart 1					
Kyocera FS-1370DN / 37 PPM	3,340	7,561	4,221	\$0.006590	8 years from Intro.
Q653563232 / 03018				\$27.82	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 224 Cart 8					
Kyocera FS-C5250 / 28 PPM	15,900	23,602	7,702	\$0.006590	8 years from Intro.
Q553708421 / 03020				\$50.76	
500,000 / 12/2010	10,664	19,202	8,538	\$0.05934	
Color Network Printer				\$506.64	
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>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2017 Meter	6/30/2018 Meter						
MILTON ELEMENTARY/MIDDLE								
Room 229 Hall								
Canon IR 6275 / 75 PPM	819,740	1,229,992	410,252			\$0.003620	None at this time.	
NMC05299 / GW3GY						\$1,485.11		
4,000,000 / 11/2012	0	0	0			\$0.00000		
Black Photocopier						\$0.00		
CSA-VT								
Room 233 Cart 5								
Kyocera FS-1370DN / 37 PPM	2,089	5,305	3,216			\$0.006590	8 years from Intro.	
Q653563225 / 03016						\$21.19		
750,000 / 07/2010	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
Room 235 Cart 12								
Kyocera FS-1370DN / 37 PPM	12,580	14,054	1,474			\$0.006590	8 years from Intro.	
Q653563240 / 03015						\$9.71		
750,000 / 07/2010	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
Room 237 - MMS								
Kyocera FS-1370DN / 37 PPM	8,988	9,109	121			\$0.006590	8 years from Intro. Underused!	
Q653563241 / 03042						\$0.80		
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	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 240					
Kyocera FS-1370DN / 37 PPM	4,703	4,722	19	\$0.006590	8 years from Intro. Underused!
Q653563216 / 03032				\$0.13	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 241 (MMS)					
Kyocera FS-C5250 / 28 PPM	14,428	18,050	3,622	\$0.006590	8 years from Intro.
Q553708425 / 03024				\$23.87	
500,000 / 12/2010	19,237	26,041	6,804	\$0.05934	
Color Network Printer				\$403.75	
OSV					
Room 243 Cart 4					
Kyocera FS-1370DN / 37 PPM	3,243	4,315	1,072	\$0.006590	8 years from Intro.
Q653563230 / 03005				\$7.06	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 313					
Canon IR 4235 / PPM	39,170	54,750	15,580	\$0.003620	None at this time.
QHM08499 / GW3HJ				\$56.40	
750,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 11/1/2014		
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MILTON ELEMENTARY/MIDDLE						
Room 316						
Kyocera FS-1370DN / 37 PPM Q653563213 / 03035 750,000 / 07/2010	7,801 0	9,918 0	2,117 0	\$0.006590 \$13.95 \$0.00000	8 years from Intro.	
Black Network Printer OSV				\$0.00		
Room 324 - MES						
Kyocera FS-1370DN / 37 PPM Q653563218 / 03017 750,000 / 07/2010	2,492 0	4,724 0	2,232 0	\$0.006590 \$14.71 \$0.00000		8 years from Intro.
Black Network Printer OSV				\$0.00		
Room 336 Assistant Principal						
Kyocera FS-1370DN / 37 PPM Q653563231 / 03006 750,000 / 07/2010	5,207 0	6,221 0	1,014 0	\$0.006590 \$6.68 \$0.00000	8 years from Intro.	
Black Network Printer OSV				\$0.00		
Room 403						
Kyocera FS-C5250 / 28 PPM Q553708419 / 03025 500,000 / 12/2010	9,562 19,264	12,302 29,849	2,740 10,585	\$0.006590 \$18.06 \$0.05934		8 years from Intro.
Color Network Printer OSV				\$628.11		

<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>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
Room 406					
Kyocera FS-1370DN / 37 PPM	17,712	20,026	2,314	\$0.006590	8 years from Intro.
Q653563210 / 03040				\$15.25	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 409 Behavior					
Kyocera FS-1370DN / 37 PPM	4,868	6,143	1,275	\$0.006590	8 years from Intro.
Q653563214 / 03013				\$8.40	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 418 Sped					
Canon IR 4235 / PPM	70,764	100,681	29,917	\$0.003620	None at this time.
QHM08502 / GW3HH				\$108.30	
750,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 421					
Kyocera FS-C5250 / 28 PPM	22,553	22,962	409	\$0.006590	8 years from Intro.
Q553708389 / 03026				\$2.70	
500,000 / 12/2010	49,676	51,039	1,363	\$0.05934	
Color Network Printer				\$80.88	
OSV					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
Room 422 Sped Suite					
Canon IR 4235 / PPM	169,447	199,571	30,124	\$0.003620	None at this time.
QHM08501 / GW3HG				\$109.05	
750,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 433					
Kyocera FS-C5250 / 28 PPM	13,960	14,841	881	\$0.006590	8 years from Intro.
Q553708444 / 03027				\$5.81	
500,000 / 12/2010	23,086	26,306	3,220	\$0.05934	
Color Network Printer				\$191.07	
OSV					
Room 436					
Kyocera FS-1370DN / 37 PPM	22,709	24,929	2,220	\$0.006590	8 years from Intro.
Q653563134 / 03008				\$14.63	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 439 ICT7					
HP Laser Jet CP1525nw / 12 PPM	1,360	2,121	761	\$0.014500	8 years from Intro.
CNBF334452 / 02215				\$11.03	
150,000 / 11/2010	3,350	6,419	3,069	\$0.15824	
Color Network Printer				\$485.64	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 11/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 441					
Kyocera FS-1370DN / 37 PPM	3,273	4,064	791	\$0.006590	8 years from Intro.
Q653564320 / 03039				\$5.21	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 443					
Kyocera FS-C5250 / 28 PPM	5,461	6,632	1,171	\$0.006590	8 years from Intro.
Q553708418 / 03029				\$7.72	
500,000 / 12/2010	17,139	20,060	2,921	\$0.05934	
Color Network Printer				\$173.33	
OSV					
Room 444					
Kyocera FS-1370DN / 37 PPM	51,431	61,866	10,435	\$0.006590	8 years from Intro.
Q653563228 / 03045				\$68.77	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 448 Guidance					
Kyocera FS-1370DN / 37 PPM	14,043	17,282	3,239	\$0.006590	8 years from Intro.
Q653563219 / 03044				\$21.35	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2014</i>				
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
Room 450 Chromebook Cart 10					
Kyocera FS-1370DN / 37 PPM	2,273	8,046	5,773	\$0.006590	8 years from Intro.
Q653563139 / 03059				\$38.04	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 451					
Kyocera FS-C5250 / 28 PPM	849	980	131	\$0.006590	8 years from Intro.
Q553708432 / 03030				\$0.86	
500,000 / 12/2010	4,309	4,932	623	\$0.05934	
Color Network Printer				\$36.97	
OSV					
Room 456					
Canon IR 4245 / 45 PPM	138,052	186,392	48,340	\$0.003620	None at this time.
QHP07477 / GW3GA				\$174.99	
1,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Kyocera FS-C5250 / 28 PPM	3,182	3,627	445	\$0.006590	8 years from Intro.
Q553708441 / 03031				\$2.93	
500,000 / 12/2010	7,656	9,712	2,056	\$0.05934	
Color Network Printer				\$122.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 11/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON ELEMENTARY/MIDDLE					
Room 462					
Kyocera FS-1370DN / 37 PPM	16,826	16,910	84	\$0.006590	8 years from Intro. Underused!
Q653563236 / 03010				\$0.55	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 463 (MES)					
Kyocera FS-1370DN / 37 PPM	58,688	58,688	0	\$0.006590	8 years from Intro. Underused!
Q653563138 / 03036				\$0.00	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Unknown					
Kyocera FS-1370DN / 37 PPM	17,996	20,322	2,326	\$0.006590	8 years from Intro.
Q653563211 / 03041				\$15.33	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
White House					
Canon IR 4235 / PPM	15,295	20,818	5,523	\$0.003620	None at this time.
QHM08500 / GW3HK				\$19.99	
750,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON ELEMENTARY/MIDDLE					
	<i>Subtotals Black</i>		2,356,244	\$8,861.99	
	<i>Subtotals Color</i>		616,823	\$29,714.76	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 11/1/2014</i>		
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON HIGH					
Art's Color Laser					
Kyocera FS-C5250 / 28 PPM	1,861	2,963	1,102	\$0.006590	8 years from Intro.
Q553708063 / 03068				\$7.26	
500,000 / 12/2010	2,437	3,155	718	\$0.05934	
Color Network Printer				\$42.61	
OSV					
Athletic Offices					
Kyocera FS-1370DN / 37 PPM	9,143	11,941	2,798	\$0.006590	8 years from Intro.
Q653563132 / 03049				\$18.44	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Boys' PE Office					
Kyocera FS-1370DN / 37 PPM	8,920	10,008	1,088	\$0.006590	8 years from Intro.
Q653563131 / 03054				\$7.17	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
IT Storage					
Kyocera FS-1370DN / 37 PPM	33,571	33,572	1	\$0.006590	8 years from Intro. Underused!
Q653563141 / 03052				\$0.01	
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	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 101 Admin					
Kyocera FS-C5250 / 28 PPM Q553708413 / 03070 500,000 / 12/2010 Color Network Printer OSV	2,420 13,082	4,263 18,716	1,843 5,634	\$0.006590 \$12.15 \$0.05934 \$334.32	8 years from Intro.
Room 101 Admin Office					
Canon IR ADV 6265 / 65 PPM NML04648 / GW3G4 3,000,000 / 11/2012 Black Photocopier CSA-VT	127,805 0	239,020 0	111,215 0	\$0.003620 \$402.60 \$0.00000 \$0.00	None at this time.
Room 114 IT					
Kyocera FS-1370DN / 37 PPM Q653563222 / 03048 750,000 / 07/2010 Black Network Printer OSV	3,253 0	4,409 0	1,156 0	\$0.006590 \$7.62 \$0.00000 \$0.00	8 years from Intro.

<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>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
MILTON HIGH					
Room 116 Guidance					
Canon IR ADV 6265 / 65 PPM NML04457 / GW3G0 3,000,000 / 11/2012 Black Photocopier CSA-VT	203,825 0	263,650 0	59,825 0	\$0.003620 \$216.57 \$0.00000 \$0.00	None at this time.
Kyocera FS-C5250 / 28 PPM Q553708424 / 03065 500,000 / 12/2010 Color Network Printer OSV	2,835 9,162	4,601 13,923	1,766 4,761	\$0.006590 \$11.64 \$0.05934 \$282.52	8 years from Intro.
Room 127 Nurse					
Kyocera FS-1370DN / 37 PPM Q653563237 / 03047 750,000 / 07/2010 Black Network Printer OSV	4,256 0	5,971 0	1,715 0	\$0.006590 \$11.30 \$0.00000 \$0.00	8 years from Intro.
Room 132					
Kyocera FS-C5250 / 28 PPM Q553708064 / 03067 500,000 / 12/2010 Color Network Printer OSV	10,474 8,087	11,948 10,574	1,474 2,487	\$0.006590 \$9.71 \$0.05934 \$147.58	8 years from Intro.

<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>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>					
MILTON HIGH							
Room 146 Shop							
Kyocera FS-C5250 / 28 PPM	473	913	440		\$0.006590	8 years from Intro.	
Q553708402 / 03069					\$2.90		
500,000 / 12/2010	3,116	4,355	1,239		\$0.05934		
Color Network Printer					\$73.52		
OSV							
Room 151 Maintenance							
Kyocera FS-1370DN / 37 PPM	2,531	2,729	198		\$0.006590	8 years from Intro. Underused!	
Q653563243 / 03057					\$1.30		
750,000 / 07/2010	0	0	0		\$0.00000		
Black Network Printer					\$0.00		
OSV							
Room 165 Kitchen							
Kyocera FS-1370DN / 37 PPM	5,837	7,260	1,423		\$0.006590	8 years from Intro.	
Q653563215 / 03050					\$9.38		
750,000 / 07/2010	0	0	0		\$0.00000		
Black Network Printer					\$0.00		
OSV							
Room 194 Library							
Canon IR C7260 / 60 PPM	163,107	244,921	81,814		\$0.003620	None at this time.	
LWA04214 / GW3GV					\$296.17		
3,000,000 / 04/2013	153,273	225,278	72,005		\$0.04592		
Color Photocopier					\$3,306.47		
CSA-VT							

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON HIGH					
Room 205					
Kyocera FS-1370DN / 37 PPM	16,333	21,539	5,206	\$0.006590	8 years from Intro.
Q653563220 / 03063				\$34.31	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 206					
Kyocera FS-1370DN / 37 PPM	9,247	10,480	1,233	\$0.006590	8 years from Intro.
Q653563128 / 03051				\$8.13	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 212					
Kyocera FS-1370DN / 37 PPM	7,148	8,887	1,739	\$0.006590	8 years from Intro.
Q653562310 / 03058				\$11.46	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 214 Sped					
Canon IR 4245 / 45 PPM	64,622	88,742	24,120	\$0.003620	None at this time.
QHP07474 / GW3HD				\$87.31	
1,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 11/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 219					
Kyocera FS-C5250 / 28 PPM Q553708423 / 03064 500,000 / 12/2010 Color Network Printer OSV	8,441 22,477	9,035 24,089	594 1,612	\$0.006590 \$3.91 \$0.05934 \$95.66	8 years from Intro.
Room 225 Mail Room					
Canon IR ADV 6265 / 65 PPM NML04586 / GW3G2 3,000,000 / 11/2012 Black Photocopier CSA-VT	635,197 0	963,383 0	328,186 0	\$0.003620 \$1,188.03 \$0.00000 \$0.00	None at this time.
Room 304					
Kyocera FS-1370DN / 37 PPM Q653563235 / 03053 750,000 / 07/2010 Black Network Printer OSV	4,723 0	6,278 0	1,555 0	\$0.006590 \$10.25 \$0.00000 \$0.00	8 years from Intro.
Room 307					
Kyocera FS-1370DN / 37 PPM Q653563206 / 03034 750,000 / 07/2010 Black Network Printer OSV	2,669 0	3,366 0	697 0	\$0.006590 \$4.59 \$0.00000 \$0.00	8 years from Intro.

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 11/1/2014</i>		
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON HIGH					
Room 308					
Kyocera FS-C5250 / 28 PPM	5,321	6,231	910	\$0.006590	8 years from Intro.
Q553708414 / 03071				\$6.00	
500,000 / 12/2010	6,951	8,733	1,782	\$0.05934	
Color Network Printer				\$105.74	
OSV					
Room 316					
HP Laser Jet CP1525nw / 12 PPM	6,375	6,574	199	\$0.014500	8 years from Intro. Underused!
CNBF255058 / 02481				\$2.89	
150,000 / 11/2010	4,783	4,878	95	\$0.15824	
Color Network Printer				\$15.03	
OSV					
Kyocera FS-C5250 / 28 PPM	616	789	173	\$0.006590	8 years from Intro. Underused!
Q553708067 / 03066				\$1.14	
500,000 / 12/2010	422	596	174	\$0.05934	
Color Network Printer				\$10.33	
OSV					
Room 317					
Kyocera FS-1370DN / 37 PPM	12,633	16,778	4,145	\$0.006590	8 years from Intro.
Q653563217 / 03055				\$27.32	
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 Vendor</i>				<i>Date of Last Upgrade: 11/1/2014</i>	
	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON HIGH					
Room 321 Science Office					
Canon IR 4245 / 45 PPM QHP07479 / GW3HF 1,000,000 / 10/2013 Black Photocopier CSA-VT	300,608 0	390,290 0	89,682 0	\$0.003620 \$324.65 \$0.00000 \$0.00	None at this time.
Room 324					
Canon IR 4245 / 45 PPM QHP07475 / GW3GC 1,000,000 / 10/2013 Black Photocopier CSA-VT	56,691 0	61,340 0	4,649 0	\$0.003620 \$16.83 \$0.00000 \$0.00	None at this time.
Room 329					
Kyocera FS-1370DN / 37 PPM Q653563226 / 03062 750,000 / 07/2010 Black Network Printer OSV	1,372 0	1,574 0	202 0	\$0.006590 \$1.33 \$0.00000 \$0.00	8 years from Intro. Underused!
Room 331					
HP Laser Jet CP1525nw / 12 PPM CNBF255066 / 02208 150,000 / 11/2010 Color Network Printer OSV	5,032 3,293	5,181 3,588	149 295	\$0.014500 \$2.16 \$0.15824 \$46.68	8 years from Intro. Underused!

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MILTON HIGH					
Room 337					
HP Color Laser Jet CP1520 / 20 PPM	1,895	2,189	294	\$0.014500	8 years from Intro. Underused!
CNBF334479 / 02198				\$4.26	
500,000 / 09/2010	3,556	3,637	81	\$0.15824	
Color Network Printer				\$12.82	
OSV					
Room 338					
Kyocera FS-1370DN / 37 PPM	8,104	8,104	0	\$0.006590	8 years from Intro. Underused!
Q653563223 / 03056				\$0.00	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 340					
Kyocera FS-1370DN / 37 PPM	6,702	10,577	3,875	\$0.006590	8 years from Intro.
Q653563221 / 03061				\$25.54	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 347					
Kyocera FS-C5250 / 28 PPM	2,499	2,552	53	\$0.006590	8 years from Intro.
Q553708420 / 03072				\$0.35	
500,000 / 12/2010	2,276	2,691	415	\$0.05934	
Color Network Printer				\$24.63	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 11/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILTON HIGH					
Room 347 Faculty Left					
Canon IR 8285 / 85 PPM	1,183,752	1,608,344	424,592	\$0.003620	None at this time.
LMZ01998 / GW3GR				\$1,537.02	
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	1,158,320	1,753,566	595,246	\$0.003620	None at this time.
LMZ02007 / GW3GT				\$2,154.79	
4,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Room 443					
HP Laser Jet CP1525nw / 12 PPM	7,961	9,173	1,212	\$0.014500	8 years from Intro.
CNBF255055 / 02236				\$17.57	
150,000 / 11/2010	8,294	9,477	1,183	\$0.15824	
Color Network Printer				\$187.20	
OSV					
Subtotals Black			1,756,569	\$6,484.05	
Subtotals Color			92,481	\$4,685.10	

<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>2017-18</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
SD 10 DISTRICT OFFICE					
<i>DST Mail Room</i>					
Toshiba ES6550C / 65 PPM	414,341	509,663	95,322	\$0.005170	7 years from Intro.
CLF110402 / 03534				\$492.81	
4,000,000 / 05/2011	253,138	321,022	67,884	\$0.05171	
Color Photocopier				\$3,510.28	
OSV					
<i>Registrar</i>					
Kyocera FS-1370DN / 37 PPM	13,575	15,524	1,949	\$0.006590	8 years from Intro.
Q653563201 / 03033				\$12.84	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
<i>Room 134 TRC</i>					
Toshiba e-Studio 3040c / 30 PPM	99,441	111,442	12,001	\$0.005170	7 years from Intro.
CNG113800 / 03533				\$62.05	
750,000 / 05/2011	88,349	135,463	47,114	\$0.05171	
Color Photocopier				\$2,436.26	
OSV					
<i>Superintendent's Office Room 107</i>					
Canon LBP 5460 / 31 PPM	18,055	20,909	2,854	\$0.004250	9 years from Intro.
MEMA001153 / GW21F				\$12.13	
750,000 / 08/2009	19,512	20,433	921	\$0.05441	
Color Network Printer				\$50.11	
CSA-VT					

Date of Last Upgrade: 11/1/2014

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Vendor

7/1/2017
Meter

6/30/2018
Meter

2017-18

*Annual
Volume*

Cost/Copy
Annual Cost

Recommendations

SD 10 DISTRICT OFFICE

Subtotals Black

112,126

\$579.83

Subtotals Color

115,919

\$5,996.66

<i>District Wide Black Totals</i>	4,224,939	\$15,925.87
<i>District Wide Color Totals</i>	825,223	\$40,396.51

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 2017-18 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
4,222,579	\$0.00885	\$37,369.82

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
4,222,579	\$0.00377	\$15,928.02	\$21,441.80	\$107,209.02

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$21,441.80 x 12 years as a Client

=\$257,301.65 Cost Savings!

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

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	2,356,244	\$9,106.64	\$11,691.68	\$26,319.15	\$47,117.48
Milton High	1,756,569	\$6,663.11	\$8,716.10	\$19,620.81	\$35,000.01
SD 10 District Office	112,126	\$595.55	\$556.37	\$1,252.44	\$2,404.36
Total	4,224,939	\$16,365.31	\$20,964.15	\$47,192.40	\$84,521.85

SPC Equipment Bids:

Presently our bids are coming in between 14.77% to 20.87% of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of \$45,640 is coming in at \$7,342....16% of Retail! Our prices are negotiated and supported directly by the manufacturer.

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	616,823	\$30,548.95
Milton High	92,481	\$4,816.55
SD 10 District Office	115,919	\$6,164.81
<i>Total</i>	825,223	\$41,530.31

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017-2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Canon Solutions Vermont	Black Photocopier	3,587,175	\$0.00362	\$12,985.57	\$0.00372	\$13,344.29
Canon Solutions Vermont	Color Network Printer	7,208	\$0.00425	\$30.63	\$0.00437	\$31.50
Canon Solutions Vermont	Color Photocopier	382,728	\$0.00362	\$1,385.48	\$0.00372	\$1,423.75
Office Systems of Vermont	Black Network Printer	102,458	\$0.00659	\$675.20	\$0.00677	\$693.64
Office Systems of Vermont	Color Network Printer	32,560	\$0.00659	\$214.57	\$0.00677	\$220.43
Office Systems of Vermont	Color Network Printer	5,487	\$0.01450	\$79.56	\$0.01491	\$81.81
Office Systems of Vermont	Color Photocopier	107,323	\$0.00517	\$554.86	\$0.00531	\$569.89
Total		4,224,939	\$0.00377	\$15,925.87	\$0.00387	\$16,365.31

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Canon Solutions Vermont	Color Network Printer	11,646	\$0.05441	\$633.66	\$0.05593	\$651.36
Canon Solutions Vermont	Color Photocopier	615,849	\$0.04592	\$28,279.79	\$0.04721	\$29,074.23
Office Systems of Vermont	Color Network Printer	76,387	\$0.05934	\$4,532.80	\$0.06100	\$4,659.61
Office Systems of Vermont	Color Network Printer	6,343	\$0.15824	\$1,003.72	\$0.16267	\$1,031.82
Office Systems of Vermont	Color Photocopier	114,998	\$0.05171	\$5,946.55	\$0.05316	\$6,113.29
Total		825,223	\$0.04895	\$40,396.51	\$0.05033	\$41,530.31

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	1

**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 ADV 6265	NML04653
Milton Elementary/Middle	Canon IR 4235	QHM08502
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	QHM08500
Milton Elementary/Middle	Canon IR 4235	QHM08499
Milton Elementary/Middle	Canon IR 8285	LMZ02008
Milton High	Canon IR 8285	LMZ02007
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 4245	QHP07479
Milton High	Canon IR ADV 6265	NML04457

Building	Make/Model	Serial Number
Milton High	Canon IR 8285	LMZ01998

Owned Equipment

Building	Make/Model	Serial Number
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563142
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563214
Milton Elementary/Middle	Kyocera FS-C5250	Q553708441
Milton Elementary/Middle	Kyocera FS-C5250	Q553708444
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563224
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563224
Milton Elementary/Middle	Kyocera FS-C5250	Q553708432
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563138
Milton Elementary/Middle	Kyocera FS-C5250	Q553708389
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563207
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563209
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563210
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563211
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563212
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563213
Milton Elementary/Middle	Kyocera FS-C5250	Q553708415
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334452
Milton Elementary/Middle	Kyocera FS-C5250	Q553708418
Milton Elementary/Middle	Kyocera FS-C5250	Q553708419
Milton Elementary/Middle	Kyocera FS-C5250	Q553708421
Milton Elementary/Middle	Kyocera FS-C5250	Q553708422
Milton Elementary/Middle	Kyocera FS-C5250	Q553708425
Milton Elementary/Middle	Kyocera FS-C5250	Q553708434
Milton Elementary/Middle	Canon LBP 5460	MEMA001337
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563139
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334461
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334467

Building	Make/Model	Serial Number
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334468
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334471
Milton Elementary/Middle	HP Laser Jet CP1525nw	CNBF334478
Milton Elementary/Middle	Kyocera FS-C5250	Q553708062
Milton Elementary/Middle	Kyocera FS-C5250	Q553708426
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563241
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563229
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563228
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563227
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563238
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563239
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563233
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563231
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563232
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563236
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563230
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563225
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563240
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563244
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563234
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563245
Milton Elementary/Middle	Kyocera FS-1370DN	Q653564320
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563219
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563218
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563134
Milton Elementary/Middle	Kyocera FS-1370DN	Q653563216
Milton High	HP Color Laser Jet CP1520	CNBF334479
Milton High	Kyocera FS-1370DN	Q653563235
Milton High	HP Laser Jet CP1525nw	CNBF255058

Building	Make/Model	Serial Number
Milton High	HP Laser Jet CP1525nw	CNBF255055
Milton High	Kyocera FS-1370DN	Q653563243
Milton High	Kyocera FS-C5250	Q553708424
Milton High	Kyocera FS-C5250	Q553708423
Milton High	Kyocera FS-C5250	Q553708420
Milton High	HP Laser Jet CP1525nw	CNBF255066
Milton High	Kyocera FS-1370DN	Q653563132
Milton High	Kyocera FS-1370DN	Q653563217
Milton High	Kyocera FS-1370DN	Q653563220
Milton High	Kyocera FS-1370DN	Q653563221
Milton High	Kyocera FS-1370DN	Q653563206
Milton High	Kyocera FS-1370DN	Q653563222
Milton High	Kyocera FS-1370DN	Q653563141
Milton High	Kyocera FS-C5250	Q553708067
Milton High	Kyocera FS-1370DN	Q653563223
Milton High	Kyocera FS-C5250	Q553708063
Milton High	Kyocera FS-1370DN	Q653563131
Milton High	Kyocera FS-1370DN	Q653563128
Milton High	Kyocera FS-1370DN	Q653562310
Milton High	Kyocera FS-1370DN	Q653563237
Milton High	Kyocera FS-1370DN	Q653563226
Milton High	Kyocera FS-C5250	Q553708414
Milton High	Kyocera FS-C5250	Q553708413
Milton High	Kyocera FS-1370DN	Q653563215
Milton High	Kyocera FS-C5250	Q553708402
Milton High	Kyocera FS-C5250	Q553708064
SD 10 District Office	Toshiba ES6550C	CLF110402
SD 10 District Office	Kyocera FS-1370DN	Q653563201
SD 10 District Office	Toshiba e-Studio 3040c	CNG113800

Building	Make/Model	Serial Number
SD 10 District Office	Canon LBP 5460	MEMA001153



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: _____

Title: _____

Date: _____

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By: _____

Title: _____

Date: _____

Signature: _____

StarDoc User Names

Name	User Name
Don Johnson	djohnson@mymtsd-vt.org
Kathy Therriault	ktherriault@mymtsd-vt.org
Robert Whitcomb	rwhitcomb@mymtsd-vt.org
Suzanne Affinati	saffinati@mtsd-vt.org
Tabitha Evans	tevens@mymtsd-vt.org
Terri Mazza	tmazza@mymtsd-vt.org

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com



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 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 80 million prints!
- 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 **STARDoc** 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 more than \$2.5 million for all of our clients.

That translates into Savings of more than \$12 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Annually, we purchase approximately 1,100 units running over 80 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).
- 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 4,100 pieces of equipment;
Our relationship with our vendors has never been stronger!