·SPC·

Specialized Purchasing Consultants
1491 East Side River Road
** Dummer, NH 03588**
(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

Katie Glover
SD 10 Milton
42 Herrick Avenue
Milton, VT 05468

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

September 2019

Katie Glover
SD 10 Milton
42 Herrick Avenue
Milton, VT 05468

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Katie:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is now 13 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.

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New *Five-Year Fleet Management* interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

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. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.

Jessica Paradis
Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.

Pam Weed
Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

Robert Dutil
Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.

Jamin Tilton
Operations Support

Jamin plays a vital role in performing onsite surveys and equipment installation audits. He also assists with contact information updates.

James Cartwright
Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.

Heidi Tilton
Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

Equipment Health Status

Total Number of Machines:	**112**

Total Black Photocopiers:	**24**
Total Color Photocopiers:	**5**
Total Black Network Printers:	**49**
Total Color Network Printers:	**34**
Total Removed From Service:	**1**

# of Units OFF Warranty:	29
# of Units Approaching End of Warranty:	83
# of Units Overused:	0
# of Units Underused:	17
Commencement Date:	11/01/2014
# of Annual Payments Left on Lease:	0
All Warranties and Service Contracts Expire:	06/30/2020
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 Katie,

It has been five 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 29 machines that are nearing the end of warranty and 83 already off warranty. Many of these that were owned by the district in 2014 that were carried over to a service contract. Also, keep in mind there are some powerful print management software such as 'Right-Sized Papercut' which will be included at no extra charge with your next upgrade. (See page #17)

The next step would be to do a walk through with IT staff to do a full inventory of all printers and copiers. We would then be able to come up with the bid specs for the next Five Year Equipment Replacement Schedule (FYERS). We would also be able to address the 17 underused devices district wide.

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	310 Suite	Kyocera FS-1370DN	Q653563239	OSV	07/01/2010
Milton Elementary/Middle	Cart 2 Burton - MMS	Kyocera FS-C5250	Q553708422	OSV	12/01/2010
Milton Elementary/Middle	ECT 14	Kyocera FS-1370DN	Q653563209	OSV	07/01/2010
Milton Elementary/Middle	ICT4	HP Laser Jet CP1525nw	CNBF334478	OSV	11/01/2010
Milton Elementary/Middle	IT Office	Kyocera FS-1370DN	Q653563212	OSV	07/01/2010
Milton Elementary/Middle	IT Storage	HP Laser Jet CP1525nw	CNBF334468	OSV	11/01/2010
Milton Elementary/Middle	IT Storage	HP Laser Jet CP1525nw	CNBF334467	OSV	11/01/2010
Milton Elementary/Middle	Library Office Label Printer	Kyocera FS-1370DN	Q653563233	OSV	07/01/2010
Milton Elementary/Middle	MES Entrance	Kyocera FS-1370DN	Q653563142	OSV	07/01/2010
Milton Elementary/Middle	MES Room 324	Kyocera FS-1370DN	Q653563218	OSV	07/01/2010
Milton Elementary/Middle	MES Room 414	Kyocera FS-1370DN	Q653563219	OSV	07/01/2010
Milton Elementary/Middle	MES Room 416 - ICT2	HP Laser Jet CP1525nw	CNBF334471	OSV	11/01/2010
Milton Elementary/Middle	MES Room 432	Kyocera FS-1370DN	Q653563224	OSV	07/01/2010
Milton Elementary/Middle	MES Room 438	Kyocera FS-1370DN	Q653563211	OSV	07/01/2010
Milton Elementary/Middle	MES Room 441	Kyocera FS-1370DN	Q653664320	OSV	07/01/2010

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Milton Elementary/Middle	MES Room 447	Kyocera FS-C5250	Q553708434	OSV	12/01/2010
Milton Elementary/Middle	MES Room 459	Kyocera FS-1370DN	Q653563216	OSV	07/01/2010
Milton Elementary/Middle	MES Room 463	Kyocera FS-1370DN	Q653563138	OSV	07/01/2010
Milton Elementary/Middle	MMS ICT5	HP Color Laser Jet CP1525nw	CNBF334461	OSV	11/01/2010
Milton Elementary/Middle	MMS Room 118	Kyocera FS-1370DN	Q653563207	OSV	07/01/2010
Milton Elementary/Middle	MMS Room 128 Art	Kyocera FS-C5250	Q553708062	OSV	12/01/2010
Milton Elementary/Middle	MMS Room 205 Cart 9	Kyocera FS-C5250	Q553708415	OSV	12/01/2010
Milton Elementary/Middle	MMS Room 208	Kyocera FS-1370DN	Q653563238	OSV	07/01/2010
Milton Elementary/Middle	MMS Room 212 Cart 7	Kyocera FS-1370DN	Q653563227	OSV	07/01/2010
Milton Elementary/Middle	MMS Room 213 Cart 6 Roof	Kyocera FS-1370DN	Q653563229	OSV	07/01/2010
Milton Elementary/Middle	MMS Room 237	Kyocera FS-1370DN	Q653563241	OSV	07/01/2010
Milton Elementary/Middle	MMS Room 241	Kyocera FS-C5250	Q553708425	OSV	12/01/2010
Milton Elementary/Middle	Room 117 Design Tech	Kyocera FS-C5250	Q553708426	OSV	12/01/2010
Milton Elementary/Middle	Room 147	Kyocera FS-1370DN	Q653563234	OSV	07/01/2010
Milton Elementary/Middle	Room 206 Cart 11	Kyocera FS-1370DN	Q653563244	OSV	07/01/2010

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Milton Elementary/Middle	Room 215 Cart 10	Kyocera FS-1370DN	Q653563245	OSV	07/01/2010
Milton Elementary/Middle	Room 224 Cart 1	Kyocera FS-1370DN	Q653563232	OSV	07/01/2010
Milton Elementary/Middle	Room 224 Cart 8	Kyocera FS-C5250	Q553708421	OSV	12/01/2010
Milton Elementary/Middle	Room 233 Cart 5	Kyocera FS-1370DN	Q653563225	OSV	07/01/2010
Milton Elementary/Middle	Room 235 Cart 12	Kyocera FS-1370DN	Q653563240	OSV	07/01/2010
Milton Elementary/Middle	Room 243 Cart 4	Kyocera FS-1370DN	Q653563230	OSV	07/01/2010
Milton Elementary/Middle	Room 316	Kyocera FS-1370DN	Q653563213	OSV	07/01/2010
Milton Elementary/Middle	Room 336 Assistant Principal	Kyocera FS-1370DN	Q653563231	OSV	07/01/2010
Milton Elementary/Middle	Room 403	Kyocera FS-C5250	Q553708419	OSV	12/01/2010
Milton Elementary/Middle	Room 406	Kyocera FS-1370DN	Q653563210	OSV	07/01/2010
Milton Elementary/Middle	Room 409 Behavior	Kyocera FS-1370DN	Q653563214	OSV	07/01/2010
Milton Elementary/Middle	Room 421	Kyocera FS-C5250	Q553708389	OSV	12/01/2010
Milton Elementary/Middle	Room 433	Kyocera FS-C5250	Q553708444	OSV	12/01/2010
Milton Elementary/Middle	Room 436	Kyocera FS-1370DN	Q653563134	OSV	07/01/2010
Milton Elementary/Middle	Room 439 ICT7	HP Laser Jet CP1525nw	CNBF334452	OSV	11/01/2010

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Milton Elementary/Middle	Room 443	Kyocera FS-C5250	Q553708418	OSV	12/01/2010
Milton Elementary/Middle	Room 444	Kyocera FS-1370DN	Q653563228	OSV	07/01/2010
Milton Elementary/Middle	Room 450 Chromebook Cart 10	Kyocera FS-1370DN	Q653563139	OSV	07/01/2010
Milton Elementary/Middle	Room 451	Kyocera FS-C5250	Q553708432	OSV	12/01/2010
Milton Elementary/Middle	Room 456	Kyocera FS-C5250	Q553708441	OSV	12/01/2010
Milton Elementary/Middle	Room 462	Kyocera FS-1370DN	Q653563236	OSV	07/01/2010
Milton High	Athletic Office	Kyocera FS-1370DN	Q653563132	OSV	07/01/2010
Milton High	Boys' PE Office	Kyocera FS-1370DN	Q653563131	OSV	07/01/2010
Milton High	IT Storage	Kyocera FS-1370DN	Q653563141	OSV	07/01/2010
Milton High	Library	HP Laser Jet CP1525nw	CNBF255055	OSV	11/01/2010
Milton High	Room 101 Admin	Kyocera FS-C5250	Q553708413	OSV	12/01/2010
Milton High	Room 114 IT	Kyocera FS-1370DN	Q653563222	OSV	07/01/2010
Milton High	Room 116 Guidance	Kyocera FS-C5250	Q553708424	OSV	12/01/2010
Milton High	Room 127 Nurse	Kyocera FS-1370DN	Q653563237	OSV	07/01/2010
Milton High	Room 132	Kyocera FS-C5250	Q553708064	OSV	12/01/2010

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Milton High	Room 136 Music Office	Kyocera FS-C5250	Q553708063	OSV	12/01/2010
Milton High	Room 148 Art	Kyocera FS-C5250	Q553708402	OSV	12/01/2010
Milton High	Room 151 Maintenance	Kyocera FS-1370DN	Q653563243	OSV	07/01/2010
Milton High	Room 165 Kitchen	Kyocera FS-1370DN	Q653563215	OSV	07/01/2010
Milton High	Room 205	Kyocera FS-1370DN	Q653563220	OSV	07/01/2010
Milton High	Room 206	Kyocera FS-1370DN	Q653563128	OSV	07/01/2010
Milton High	Room 212	Kyocera FS-1370DN	Q653562310	OSV	07/01/2010
Milton High	Room 214	Toshiba e-Studio 3040c	CNG113800	OSV	05/01/2011
Milton High	Room 225	Toshiba ES6550C	CLF110402	OSV	05/01/2011
Milton High	Room 225	Kyocera FS-1370DN	Q653563201	OSV	07/01/2010
Milton High	Room 304	Kyocera FS-1370DN	Q653563235	OSV	07/01/2010
Milton High	Room 306	Kyocera FS-1370DN	Q653563226	OSV	07/01/2010
Milton High	Room 308	Kyocera FS-C5250	Q553708414	OSV	12/01/2010
Milton High	Room 316	HP Laser Jet CP1525nw	CNBF255058	OSV	11/01/2010
Milton High	Room 316	Kyocera FS-C5250	Q553708067	OSV	12/01/2010

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Milton High	Room 317	Kyocera FS-1370DN	Q653563217	OSV	07/01/2010
Milton High	Room 331	HP Laser Jet CP1525nw	CNBF255066	OSV	11/01/2010
Milton High	Room 337	HP Color Laser Jet CP1520	CNBF334479	OSV	09/01/2010
Milton High	Room 338	Kyocera FS-1370DN	Q653563223	OSV	07/01/2010
Milton High	Room 340	Kyocera FS-1370DN	Q653563221	OSV	07/01/2010
Milton High	Room 347	Kyocera FS-C5250	Q553708420	OSV	12/01/2010
SD 10 District Office	MMS HR Office	Kyocera FS-C5250	Q553708423	OSV	12/01/2010

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP 6500 E710n-z	CN19D3412T05JW	10.11.204.12	2018-02-17 08:33:12
HP Designjet T120	CN778BM099	10.10.40.26	2019-09-10 08:33:17
HP LASERJET 4050 SERIES	USBC000825	10.11.32.8	2019-04-19 08:32:02
HP LASERJET P2055dn	CNB9013468	10.11.44.99	2017-12-08 08:33:13
IBM Infoprint 1552	7907ZCK	10.11.32.205	2017-12-14 08:31:48
Kyocera FS-1370DN	Q653664320	10.10.36.28	2019-06-18 08:32:17

SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power obtaining competitive rates on leases, equipment, and service 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

SPC Timeline

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

2019   STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

2020   SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.

STARDoc Features

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 trotal 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
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- 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 STARDoc
- Toggle Email all (Toner, Service Monthly Audits)

STARDoc Features

Device Listing Page

- 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

STARDoc Features

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.
- Application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD).
- Allows users to print at any area within the building as long as the MFD has the features needed by the user.

Over-Budget Report

- Catch overused equipment early, before equipment begins to break down due to overuse.
- 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:	$404

This building's average color prints per student is 314
The industry average for color prints per student is 185

Previous   Next

Check Black/Color Default   Close

Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas.

Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out. 'Right Size Papercut' will help to eliminate overused color copiers!

For example: If your 2019-20 color district budget is 100,000 prints and your current color CPC is $.045 CPC, that equals $4,500 dollars in color usage alone. Last year, 83,000 students experienced a 19% average increase in color usage (See chart Industry Average Copies per Student – Color). Based on a 19% average annual increase, your Annual Cost for Year Five would mushroom to $10,738, assuming no CPC increase takes please in the interim. Obviously, gaining control of your color usage is critical!

Problematic Machines:

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

Annual Black Volume by Location

-5%

-1%

-98%

3,000,000

2,500,000

2,000,000

1,500,000

1,000,000

500,000

0

School Yr
2015-2016
2016-2017
2017-2018
2018-2019

Milton Elementary/Middle

Milton High

SD 10 District Office

Annual Black Volume Overall

% amount equals the overall increase or decrease between Previous Year & Current Year
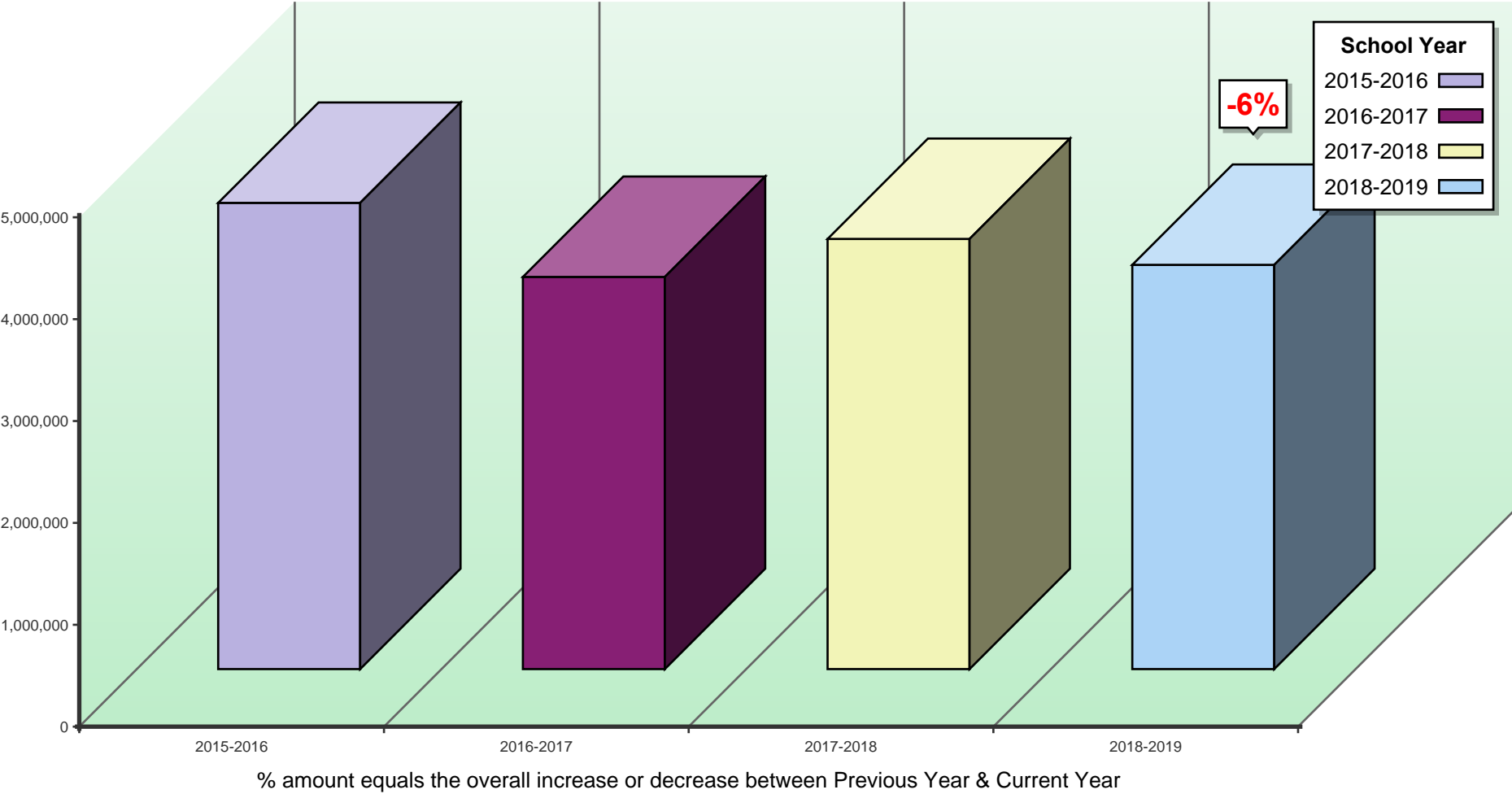
Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Milton Elementary/Middle	1198	2,234,599	$47,482.49	1,865	$39.63
Milton High	481	1,731,729	$36,759.43	3,600	$76.42
SD 10 District Office	0	1,941	$44.64	0	$0.00
Totals	**1,679**	**3,968,269**	**$84,286.56**	**2,363**	**$50.20**

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

Industry Average Copies per Student - Black 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	83,897	192,210,359	$4,000,539.34	2,291	$47.68

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

Average Copies Per Student - Black

Annual Color Volume by Location

SD 10 Milton

2018 - 2019 Year-End Photocopier Analysis with 2019-2020 Projections   22 of 79
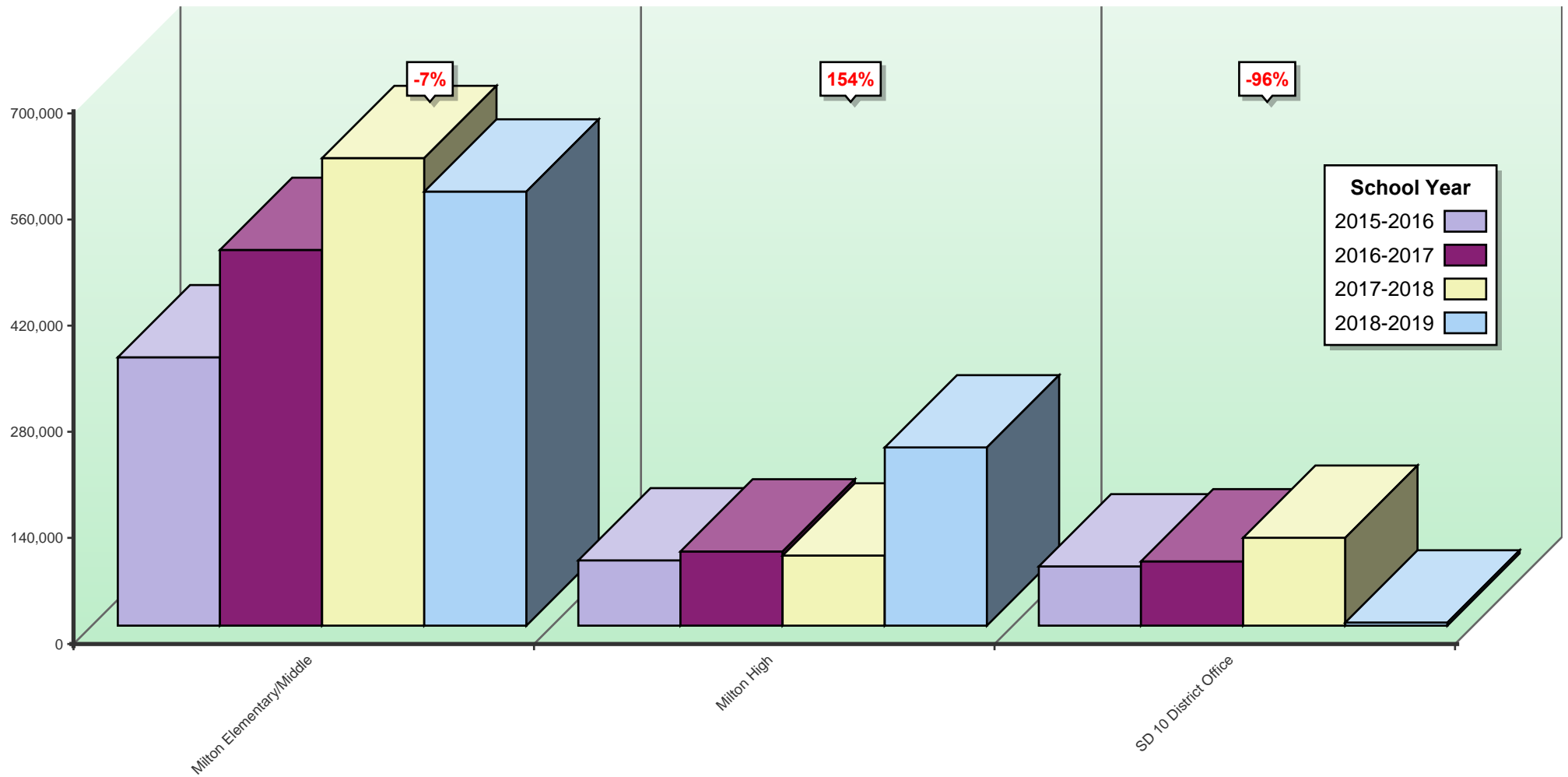
Annual Color Volume Overall
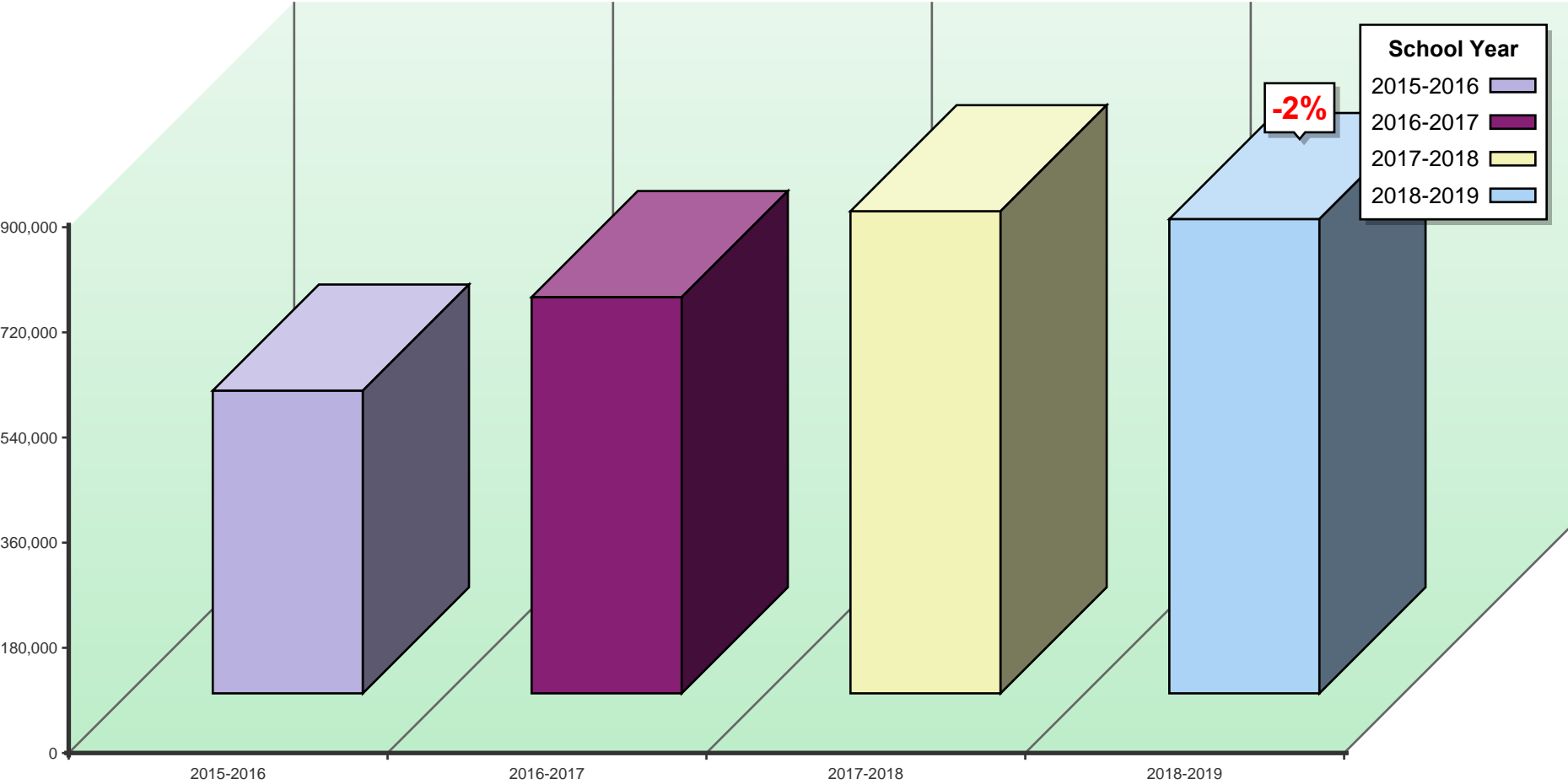
% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Milton Elementary/Middle	1198	572,639	$28,663.22	478	$23.93
Milton High	481	235,102	$12,442.69	489	$25.87
SD 10 District Office	0	4,117	$248.62	0	$0.00
Totals	**1,679**	**811,858**	**$41,354.53**	**484**	**$24.63**

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

Note: STARDoc tool will flag any future high color usage. See page 16 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 484 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

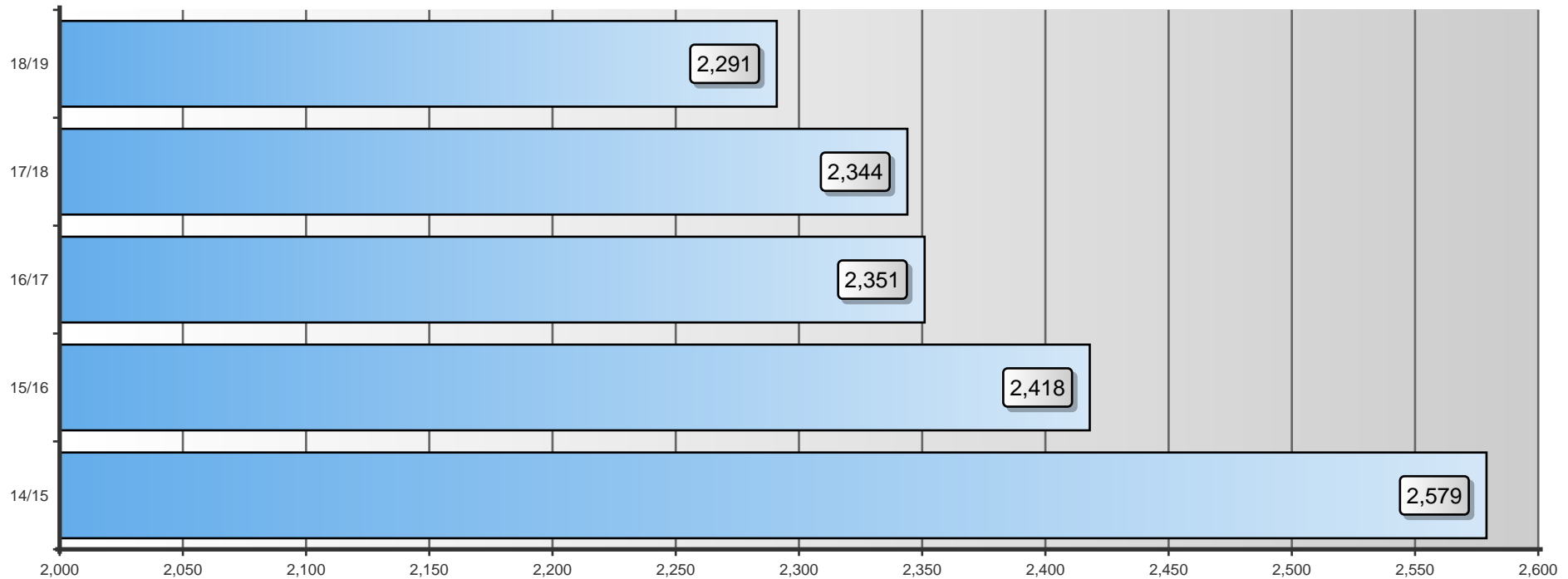|		
District Wide Black Totals	*3,968,269*	*$15,373.46*
District Wide Color Totals	*811,858*	*$40,546.50*

Industry Average Copies per Student - 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	83,897	18,097,200	$926,143.97	216	$11.04

*Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.
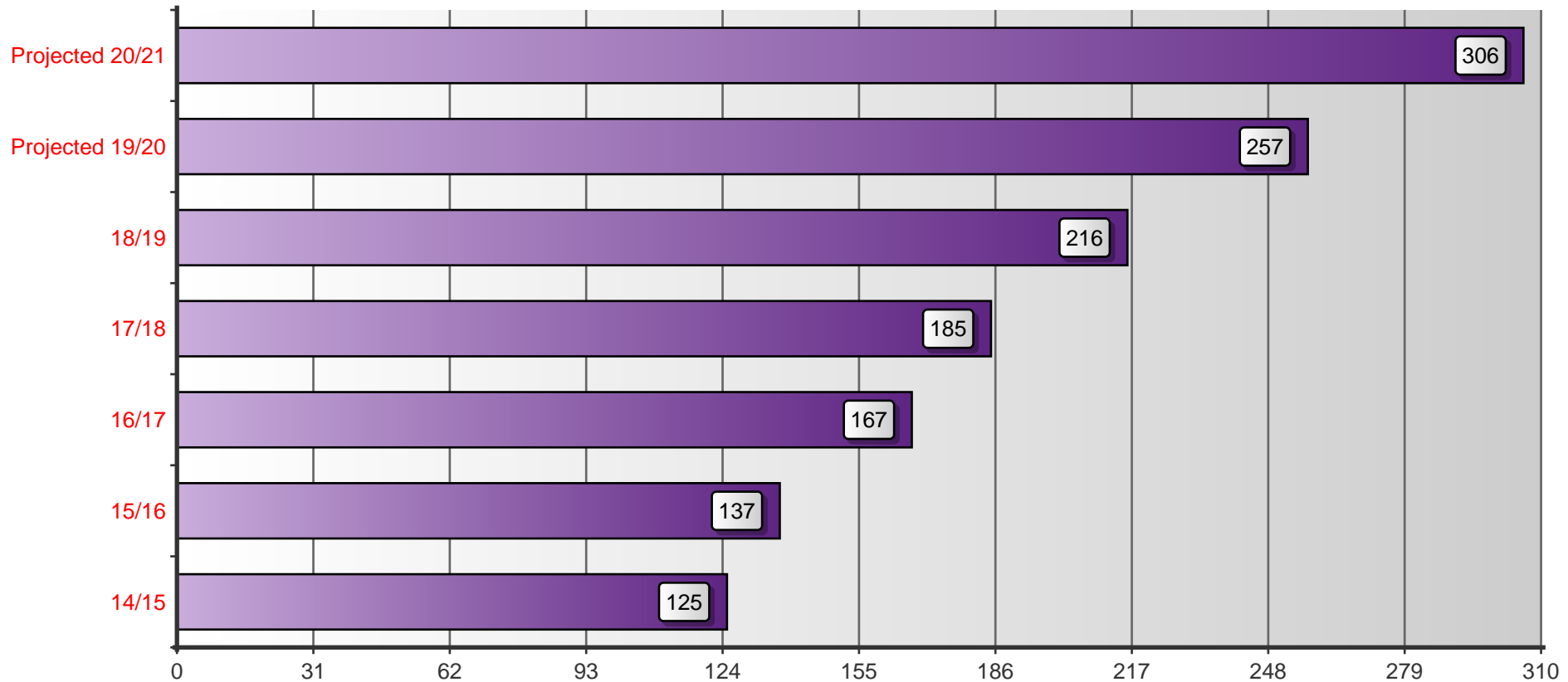
Color-to-Total Volume Comparison
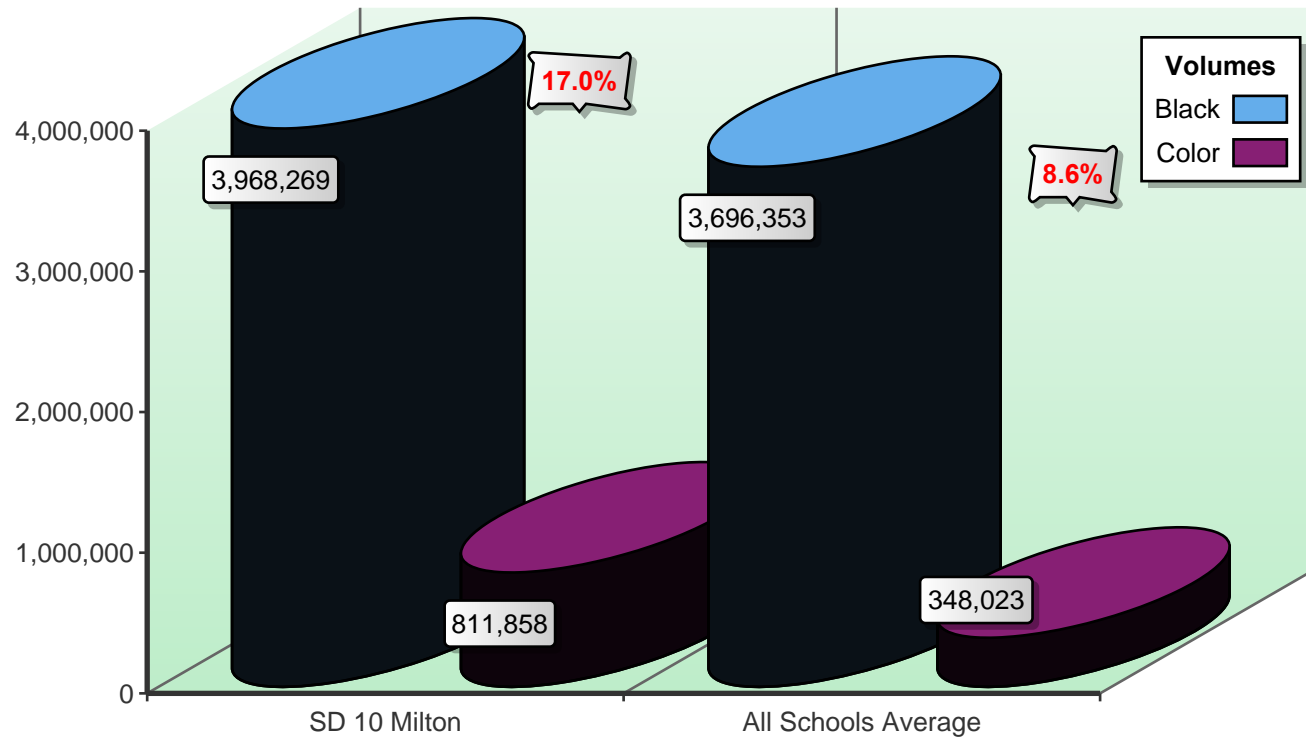
Usage Profile for Service & Supplies

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

Date of Last Upgrade: 11/01/2014

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milton Elementary/Middle					
310 Suite					
Kyocera FS-1370DN / 37 PPM	14,248	14,941	693	$0.00677	9 years from Intro.
Q653563239 / 03003				$4.69	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Cart 2 Burton - MMS					
Kyocera FS-C5250 / 28 PPM	9,641	10,891	1,250	$0.00677	9 years from Intro.
Q553708422 / 03022				$8.46	
500,000 / 12/2010	15,463	20,404	4,941	$0.06100	
Color Network Printer				$301.40	
OSV					
ECT 14					
Kyocera FS-1370DN / 37 PPM	1,204	7,892	6,688	$0.00677	9 years from Intro.
Q653563209 / 03037				$45.28	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Hall A					
Canon IR ADV 6265 / 65 PPM	1,696,763	2,117,469	420,706	$0.00372	7 years from Intro.
NML04585 / GW3GI				$1,565.03	
3,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
ICT4					
HP Laser Jet CP1525nw / 12 PPM	2,235	2,235	0	$0.01491	9 years from Intro. Underused!
CNBF334478 / 02478				$0.00	
150,000 / 11/2010	8,463	8,463	0	$0.16267	
Color Network Printer				$0.00	
OSV					
IT Office					
Kyocera FS-1370DN / 37 PPM	8,893	9,392	499	$0.00677	9 years from Intro. Underused!
Q653563212 / 03046				$3.38	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
IT Storage					
HP Laser Jet CP1525nw / 12 PPM	473	615	142	$0.01491	9 years from Intro.
CNBF334467 / 02211				$2.12	
150,000 / 11/2010	2,050	2,739	689	$0.16267	
Color Network Printer				$112.08	
OSV					
IT Storage					
HP Laser Jet CP1525nw / 12 PPM	684	684	0	$0.01491	9 years from Intro.
CNBF334468 / 02214				$0.00	
150,000 / 11/2010	858	858	0	$0.16267	
Color Network Printer				$0.00	
OSV					
K-5 Admin Office					
Canon LBP 5460 / 31 PPM	15,928	21,742	5,814	$0.00437	10 years from Intro.
MEMA001337 / GW28M				$25.41	
750,000 / 8/2009	57,643	70,502	12,859	$0.05593	
Color Network Printer				$719.20	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
K-5 Admin Office					
Canon IR 4245 / 45 PPM	45,137	62,790	17,653	$0.00372	None at this time.
QHP07343 / GW3HE				$65.67	
1,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Library					
Canon IR C7260 / 60 PPM	600,651	801,312	200,661	$0.00372	None at this time.
LWA04193 / GW3GW				$746.46	
3,000,000 / 4/2013	728,671	1,049,787	321,116	$0.04721	
Color Photocopier				$15,159.89	
CSA-VT					
Library					
Canon IR ADV 6265 / 65 PPM	193,678	302,263	108,585	$0.00372	7 years from Intro.
NML04653 / GW3G5				$403.94	
3,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library Office Label Printer					
Kyocera FS-1370DN / 37 PPM	15,437	16,217	780	$0.00677	9 years from Intro.
Q653563233 / 03009				$5.28	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
MES Entrance					
Kyocera FS-1370DN / 37 PPM	14,307	17,415	3,108	$0.00677	9 years from Intro.
Q653563142 / 03012				$21.04	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
MES Hall A					
Canon IR C5250 / 50 PPM	566,155	690,365	124,210	$0.00372	7 years from Intro.
JMQ13507 / GW3G6				$462.06	
3,000,000 / 10/2012	609,968	789,738	179,770	$0.04721	
Color Photocopier				$8,486.94	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
MES Hall C					
Canon IR 8285 / 85 PPM	936,628	1,211,562	274,934	$0.00372	7 years from Intro.
LMZ02008 / GW3GU				$1,022.75	
4,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
MES Room 324					
Kyocera FS-1370DN / 37 PPM	4,724	6,424	1,700	$0.00677	9 years from Intro.
Q653563218 / 03017				$11.51	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
MES Room 414					
Kyocera FS-1370DN / 37 PPM	17,282	20,175	2,893	$0.00677	9 years from Intro.
Q653563219 / 03044				$19.59	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
MES Room 416 - ICT2					
HP Laser Jet CP1525nw / 12 PPM	8,948	9,984	1,036	$0.01491	9 years from Intro.
CNBF334471 / 02197				$15.45	
150,000 / 11/2010	3,653	3,977	324	$0.16267	
Color Network Printer				$52.71	
OSV					
MES Room 432					
Kyocera FS-1370DN / 37 PPM	18,326	21,278	2,952	$0.00677	9 years from Intro.
Q653563224 / 03043				$19.99	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
MES Room 438					
Kyocera FS-1370DN / 37 PPM	20,322	26,011	5,689	$0.00677	9 years from Intro.
Q653563211 / 03041				$38.51	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
MES Room 441					
Kyocera FS-1370DN / 37 PPM	4,064	5,422	1,358	$0.00677	9 years from Intro.
Q653664320 / 03039				$9.19	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
MES Room 447					
Kyocera FS-C5250 / 28 PPM	9,479	10,860	1,381	$0.00677	9 years from Intro.
Q553708434 / 03028				$9.35	
500,000 / 12/2010	26,953	32,353	5,400	$0.06100	
Color Network Printer				$329.40	
OSV					
MES Room 459					
Kyocera FS-1370DN / 37 PPM	4,722	4,722	0	$0.00677	9 years from Intro. Underused!
Q653563216 / 03032				$0.00	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
MES Room 463					
Kyocera FS-1370DN / 37 PPM	58,688	58,688	0	$0.00677	9 years from Intro. Underused!
Q653563138 / 03036				$0.00	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
MES Rooom 442					
Canon IR 4235 / PPM	54,750	74,902	20,152	$0.00372	None at this time.
QHM08499 / GW3HJ				$74.97	
750,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
MMS ICT5					
HP Color Laser Jet CP1525nw / 12 PPM	2,191	2,191	0	$0.01491	9 years from Intro. Underused!
CNBF334461 / 02219				$0.00	
150,000 / 11/2010	2,921	2,921	0	$0.16267	
Color Network Printer				$0.00	
OSV					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

MMS Office

Canon IR 6275 / 75 PPM	342,319	449,763	107,444	$0.00372	7 years from Intro.
NMC05349 / GW3GX				$399.69	
4,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

MMS Room 118

Kyocera FS-1370DN / 37 PPM	2,946	3,123	177	$0.00677	9 years from Intro. Underused!
Q653563207 / 03038				$1.20	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

MMS Room 128 Art

Kyocera FS-C5250 / 28 PPM	3,311	4,343	1,032	$0.00677	9 years from Intro.
Q553708062 / 03073				$6.99	
500,000 / 12/2010	15,489	21,733	6,244	$0.06100	
Color Network Printer				$380.88	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
MMS Room 205 Cart 9					
Kyocera FS-C5250 / 28 PPM	8,397	9,115	718	$0.00677	9 years from Intro.
Q553708415 / 03023				$4.86	
500,000 / 12/2010	13,057	15,996	2,939	$0.06100	
Color Network Printer				$179.28	
OSV					
MMS Room 208					
Kyocera FS-1370DN / 37 PPM	12,518	14,636	2,118	$0.00677	9 years from Intro.
Q653563238 / 03011				$14.34	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
MMS Room 209					
Canon IR 4235 / PPM	32,287	48,729	16,442	$0.00372	None at this time.
QHM08496 / GW3HI				$61.16	
750,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
MMS Room 212 Cart 7					
Kyocera FS-1370DN / 37 PPM	13,164	14,720	1,556	$0.00677	9 years from Intro.
Q653563227 / 03019				$10.53	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
MMS Room 213 Cart 6 Roof					
Kyocera FS-1370DN / 37 PPM	11,217	13,459	2,242	$0.00677	9 years from Intro.
Q653563229 / 03007				$15.18	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
MMS Room 237					
Kyocera FS-1370DN / 37 PPM	9,109	11,271	2,162	$0.00677	9 years from Intro.
Q653563241 / 03042				$14.64	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
MMS Room 241					
Kyocera FS-C5250 / 28 PPM	18,050	20,504	2,454	$0.00677	9 years from Intro.
Q553708425 / 03024				$16.61	
500,000 / 12/2010	26,041	31,783	5,742	$0.06100	
Color Network Printer				$350.26	
OSV					
Room 117 Design Tech					
Kyocera FS-C5250 / 28 PPM	6,182	9,817	3,635	$0.00677	9 years from Intro.
Q553708426 / 03021				$24.61	
500,000 / 12/2010	12,130	15,397	3,267	$0.06100	
Color Network Printer				$199.29	
OSV					
Room 127 Mail Room					
Canon IR 8285 / 85 PPM	621,556	721,870	100,314	$0.00372	7 years from Intro.
LMZ02000 / GW3GS				$373.17	
4,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed					
Serial Number/Vendor Machine ID			*2018-2019*		
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room 147

Kyocera FS-1370DN / 37 PPM	9,279	11,498	2,219	$0.00677	9 years from Intro.
Q653563234 / 03014				$15.02	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 165 Nurse

Canon IR 4245 / 45 PPM	156,851	198,140	41,289	$0.00372	None at this time.
QHP07473 / GW3GB				$153.60	
1,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Room 206 Cart 11

Kyocera FS-1370DN / 37 PPM	21,819	29,080	7,261	$0.00677	9 years from Intro.
Q653563244 / 03004				$49.16	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 215 Cart 10					
Kyocera FS-1370DN / 37 PPM	11,446	13,192	1,746	$0.00677	9 years from Intro.
Q653563245 / 03002				$11.82	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 222					
Canon IR 6275 / 75 PPM	938,665	1,211,262	272,597	$0.00372	7 years from Intro.
NMC04998 / GW3GZ				$1,014.06	
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	7,561	7,561	0	$0.00677	9 years from Intro. Underused!
Q653563232 / 03018				$0.00	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 224 Cart 8					
Kyocera FS-C5250 / 28 PPM	23,602	25,203	1,601	$0.00677	9 years from Intro.
Q553708421 / 03020				$10.84	
500,000 / 12/2010	19,202	24,065	4,863	$0.06100	
Color Network Printer				$296.64	
OSV					
Room 229 Hall					
Canon IR 6275 / 75 PPM	1,229,992	1,496,700	266,708	$0.00372	7 years from Intro.
NMC05299 / GW3GY				$992.15	
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	5,305	14,233	8,928	$0.00677	9 years from Intro.
Q653563225 / 03016				$60.44	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 235 Cart 12					
Kyocera FS-1370DN / 37 PPM	14,054	19,498	5,444	$0.00677	9 years from Intro.
Q653563240 / 03015				$36.86	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 243 Cart 4					
Kyocera FS-1370DN / 37 PPM	4,315	7,605	3,290	$0.00677	9 years from Intro.
Q653563230 / 03005				$22.27	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 316					
Kyocera FS-1370DN / 37 PPM	9,918	12,150	2,232	$0.00677	9 years from Intro.
Q653563213 / 03035				$15.11	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 336 Assistant Principal					
Kyocera FS-1370DN / 37 PPM	6,221	6,709	488	$0.00677	9 years from Intro. Underused!
Q653563231 / 03006				$3.30	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 403					
Kyocera FS-C5250 / 28 PPM	12,302	14,642	2,340	$0.00677	9 years from Intro.
Q553708419 / 03025				$15.84	
500,000 / 12/2010	29,849	41,122	11,273	$0.06100	
Color Network Printer				$687.65	
OSV					
Room 406					
Kyocera FS-1370DN / 37 PPM	20,026	24,438	4,412	$0.00677	9 years from Intro.
Q653563210 / 03040				$29.87	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed **Serial Number/Vendor Machine ID** **Life/Intro Date** **Vendor**	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 409 Behavior					
Kyocera FS-1370DN / 37 PPM	6,143	8,061	1,918	$0.00677	9 years from Intro.
Q653563214 / 03013				$12.98	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 418 Sped					
Canon IR 4235 / PPM	100,681	150,182	49,501	$0.00372	None at this time.
QHM08502 / GW3HH				$184.14	
750,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Room 421					
Kyocera FS-C5250 / 28 PPM	22,962	23,918	956	$0.00677	9 years from Intro.
Q553708389 / 03026				$6.47	
500,000 / 12/2010	51,039	55,376	4,337	$0.06100	
Color Network Printer				$264.56	
OSV					

Make-Model/Speed					
Serial Number/Vendor Machine ID			**2018-2019**		
Life/Intro Date	**07/01/2018**	**06/30/2019**	**Annual**	**Cost/Copy**	
Vendor	**Meter**	**Meter**	**Volume**	**Annual Cost**	**Recommendations**

Room 422 Sped Suite

Canon IR 4235 / PPM	199,571	241,201	41,630	$0.00372	None at this time.
QHM08501 / GW3HG				$154.86	
750,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Room 433

Kyocera FS-C5250 / 28 PPM	14,841	15,136	295	$0.00677	9 years from Intro.
Q553708444 / 03027				$2.00	
500,000 / 12/2010	26,306	27,092	786	$0.06100	
Color Network Printer				$47.95	
OSV					

Room 436

Kyocera FS-1370DN / 37 PPM	24,929	26,709	1,780	$0.00677	9 years from Intro.
Q653563134 / 03008				$12.05	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 439 ICT7					
HP Laser Jet CP1525nw / 12 PPM	2,121	2,197	76	$0.01491	9 years from Intro. Underused!
CNBF334452 / 02215				$1.13	
150,000 / 11/2010	6,419	6,829	410	$0.16267	
Color Network Printer				$66.69	
OSV					
Room 443					
Kyocera FS-C5250 / 28 PPM	6,632	7,662	1,030	$0.00677	9 years from Intro.
Q553708418 / 03029				$6.97	
500,000 / 12/2010	20,060	22,687	2,627	$0.06100	
Color Network Printer				$160.25	
OSV					
Room 444					
Kyocera FS-1370DN / 37 PPM	61,866	70,643	8,777	$0.00677	9 years from Intro.
Q653563228 / 03045				$59.42	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 450 Chromebook Cart 10					
Kyocera FS-1370DN / 37 PPM	8,046	17,115	9,069	$0.00677	9 years from Intro.
Q653563139 / 03059				$61.40	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 451					
Kyocera FS-C5250 / 28 PPM	980	1,934	954	$0.00677	9 years from Intro.
Q553708432 / 03030				$6.46	
500,000 / 12/2010	4,932	6,482	1,550	$0.06100	
Color Network Printer				$94.55	
OSV					
Room 456					
Kyocera FS-C5250 / 28 PPM	3,627	4,265	638	$0.00677	9 years from Intro.
Q553708441 / 03031				$4.32	
500,000 / 12/2010	9,712	13,214	3,502	$0.06100	
Color Network Printer				$213.62	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 462					
Kyocera FS-1370DN / 37 PPM	16,910	19,739	2,829	$0.00677	9 years from Intro.
Q653563236 / 03010				$19.15	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
TRC					
Canon IR 4245 / 45 PPM	186,392	229,795	43,403	$0.00372	None at this time.
QHP07477 / GW3GA				$161.46	
1,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
White House					
Canon IR 4235 / PPM	20,818	28,828	8,010	$0.00372	None at this time.
QHM08500 / GW3HK				$29.80	
750,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

	Subtotal Black	**2,234,599**	**$8,676.06**
	Subtotal Color	**572,639**	**$28,103.24**

Make-Model/Speed			*2018-2019*		
Serial Number/VendorID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Milton High

Athletic Office

Kyocera FS-1370DN / 37 PPM	11,941	15,540	3,599	$0.00677	9 years from Intro.
Q653563132 / 03049				$24.37	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Athletic Offices

Canon IR ADV 6265 / 65 PPM	963,383	1,265,195	301,812	$0.00372	7 years from Intro.
NML04586 / GW3G2				$1,122.74	
3,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Boys' PE Office

Kyocera FS-1370DN / 37 PPM	10,008	10,326	318	$0.00677	9 years from Intro. Underused!
Q653563131 / 03054				$2.15	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Hall					
Canon IR ADV 6265 / 65 PPM	430,988	539,993	109,005	$0.00372	7 years from Intro.
NML04544 / GW3G3				$405.50	
3,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
IT Storage					
Kyocera FS-1370DN / 37 PPM	33,572	33,572	0	$0.00677	9 years from Intro.
Q653563141 / 03052				$0.00	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Library					
HP Laser Jet CP1525nw / 12 PPM	9,173	9,873	700	$0.01491	9 years from Intro.
CNBF255055 / 02236				$10.44	
150,000 / 11/2010	9,477	10,725	1,248	$0.16267	
Color Network Printer				$203.01	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 101 Admin					
Kyocera FS-C5250 / 28 PPM	4,263	6,292	2,029	$0.00677	9 years from Intro.
Q553708413 / 03070				$13.74	
500,000 / 12/2010	18,716	23,239	4,523	$0.06100	
Color Network Printer				$275.90	
OSV					
Room 101 Admin Office					
Canon IR ADV 6265 / 65 PPM	239,020	324,976	85,956	$0.00372	7 years from Intro.
NML04648 / GW3G4				$319.76	
3,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Room 114 IT					
Kyocera FS-1370DN / 37 PPM	4,409	5,438	1,029	$0.00677	9 years from Intro.
Q653563222 / 03048				$6.97	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 116 Guidance					
Kyocera FS-C5250 / 28 PPM	4,601	6,024	1,423	$0.00677	9 years from Intro.
Q553708424 / 03065				$9.63	
500,000 / 12/2010	13,923	17,326	3,403	$0.06100	
Color Network Printer				$207.58	
OSV					
Room 116 Guidance					
Canon IR ADV 6265 / 65 PPM	263,650	354,449	90,799	$0.00372	7 years from Intro.
NML04457 / GW3G0				$337.77	
3,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Room 127 Nurse					
Kyocera FS-1370DN / 37 PPM	5,971	6,935	964	$0.00677	9 years from Intro.
Q653563237 / 03047				$6.53	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 132					
Kyocera FS-C5250 / 28 PPM	11,948	13,147	1,199	$0.00677	9 years from Intro.
Q553708064 / 03067				$8.12	
500,000 / 12/2010	10,574	14,418	3,844	$0.06100	
Color Network Printer				$234.48	
OSV					
Room 136 Music Office					
Kyocera FS-C5250 / 28 PPM	2,963	3,385	422	$0.00677	9 years from Intro.
Q553708063 / 03068				$2.86	
500,000 / 12/2010	3,155	4,162	1,007	$0.06100	
Color Network Printer				$61.43	
OSV					
Room 148 Art					
Kyocera FS-C5250 / 28 PPM	913	1,380	467	$0.00677	9 years from Intro.
Q553708402 / 03069				$3.16	
500,000 / 12/2010	4,355	5,821	1,466	$0.06100	
Color Network Printer				$89.43	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 151 Maintenance					
Kyocera FS-1370DN / 37 PPM	2,729	3,719	990	$0.00677	9 years from Intro.
Q653563243 / 03057				$6.70	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 165 Kitchen					
Kyocera FS-1370DN / 37 PPM	7,260	7,814	554	$0.00677	9 years from Intro.
Q653563215 / 03050				$3.75	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 194 Library					
Canon IR C7260 / 60 PPM	244,921	343,280	98,359	$0.00372	None at this time.
LWA04214 / GW3GV				$365.90	
3,000,000 / 4/2013	225,278	334,196	108,918	$0.04721	
Color Photocopier				$5,142.02	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 194 SpEd					
Canon IR 4245 / 45 PPM	88,742	128,389	39,647	$0.00372	None at this time.
QHP07474 / GW3HD				$147.49	
1,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Room 205					
Kyocera FS-1370DN / 37 PPM	21,539	21,872	333	$0.00677	9 years from Intro. Underused!
Q653563220 / 03063				$2.25	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 206					
Kyocera FS-1370DN / 37 PPM	10,480	15,294	4,814	$0.00677	9 years from Intro.
Q653563128 / 03051				$32.59	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 212					
Kyocera FS-1370DN / 37 PPM	8,887	10,516	1,629	$0.00677	9 years from Intro.
Q653562310 / 03058				$11.03	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 214					
Toshiba e-Studio 3040c / 30 PPM	111,442	123,361	11,919	$0.00531	8 years from Intro.
CNG113800 / 03533				$63.29	
750,000 / 05/2011	135,463	182,612	47,149	$0.05316	
Color Photocopier				$2,506.44	
OSV					
Room 225					
Kyocera FS-1370DN / 37 PPM	15,524	16,850	1,326	$0.00677	9 years from Intro.
Q653563201 / 03033				$8.98	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 225					
Toshiba ES6550C / 65 PPM	509,663	577,324	67,661	$0.00531	8 years from Intro.
CLF110402 / 03534				$359.28	
4,000,000 / 05/2011	321,022	382,095	61,073	$0.05316	
Color Photocopier				$3,246.64	
OSV					
Room 304					
Kyocera FS-1370DN / 37 PPM	6,278	8,118	1,840	$0.00677	9 years from Intro.
Q653563235 / 03053				$12.46	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 306					
Kyocera FS-1370DN / 37 PPM	1,574	1,998	424	$0.00677	9 years from Intro. Underused!
Q653563226 / 03062				$2.87	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 307					
Kyocera FS-1370DN / 37 PPM	3,366	3,366	0	$0.00677	Traded
Q653563206 / 03034				$0.00	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 308					
Kyocera FS-C5250 / 28 PPM	6,231	7,331	1,100	$0.00677	9 years from Intro.
Q553708414 / 03071				$7.45	
500,000 / 12/2010	8,733	10,274	1,541	$0.06100	
Color Network Printer				$94.00	
OSV					
Room 316					
HP Laser Jet CP1525nw / 12 PPM	6,574	6,673	99	$0.01491	9 years from Intro. Underused!
CNBF255058 / 02481				$1.48	
150,000 / 11/2010	4,878	4,878	0	$0.16267	
Color Network Printer				$0.00	
OSV					

Make-Model/Speed _Serial Number/Vendor Machine ID_ _Life/Intro Date_ _Vendor_	_07/01/2018_ _Meter_	_06/30/2019_ _Meter_	_2018-2019_ _Annual_ _Volume_	_Cost/Copy_ _Annual Cost_	**Recommendations**
Room 316					
Kyocera FS-C5250 / 28 PPM	789	789	0	$0.00677	9 years from Intro. Underused!
Q553708067 / 03066				$0.00	
500,000 / 12/2010	596	596	0	$0.06100	
Color Network Printer				$0.00	
OSV					
Room 317					
Kyocera FS-1370DN / 37 PPM	16,778	21,356	4,578	$0.00677	9 years from Intro.
Q653563217 / 03055				$30.99	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 321 Science Office					
Canon IR 4245 / 45 PPM	390,290	504,830	114,540	$0.00372	None at this time.
QHP07479 / GW3HF				$426.09	
1,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 324					
Canon IR 4245 / 45 PPM	61,340	66,240	4,900	$0.00372	None at this time.
QHP07475 / GW3GC				$18.23	
1,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Room 331					
HP Laser Jet CP1525nw / 12 PPM	5,181	5,512	331	$0.01491	9 years from Intro. Underused!
CNBF255066 / 02208				$4.94	
150,000 / 11/2010	3,588	3,667	79	$0.16267	
Color Network Printer				$12.85	
OSV					
Room 337					
HP Color Laser Jet CP1520 / 20 PPM	2,189	2,880	691	$0.01491	9 years from Intro.
CNBF334479 / 02198				$10.30	
500,000 / 09/2010	3,637	4,363	726	$0.16267	
Color Network Printer				$118.10	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 338					
Kyocera FS-1370DN / 37 PPM	8,104	8,340	236	$0.00677	9 years from Intro. Underused!
Q653563223 / 03056				$1.60	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 340					
Kyocera FS-1370DN / 37 PPM	10,577	13,289	2,712	$0.00677	9 years from Intro.
Q653563221 / 03061				$18.36	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 347					
Kyocera FS-C5250 / 28 PPM	2,552	2,569	17	$0.00677	9 years from Intro. Underused!
Q553708420 / 03072				$0.12	
500,000 / 12/2010	2,691	2,816	125	$0.06100	
Color Network Printer				$7.63	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 347 Faculty Left					
Canon IR 8285 / 85 PPM	1,608,344	1,892,388	284,044	$0.00372	7 years from Intro.
LMZ01998 / GW3GR				$1,056.64	
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	1,753,566	2,242,829	489,263	$0.00372	7 years from Intro.
LMZ02007 / GW3GT				$1,820.06	
4,000,000 / 11/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

		Subtotal Black	1,731,729	$6,686.55	
		Subtotal Color	235,102	$12,199.51	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
SD 10 District Office					
MMS HR Office					
Kyocera FS-C5250 / 28 PPM	9,035	10,023	988	$0.00677	9 years from Intro.
Q553708423 / 03064				$6.69	
500,000 / 12/2010	24,089	26,748	2,659	$0.06100	
Color Network Printer				$162.20	
OSV					
Superintendent					
Canon LBP 5460 / 31 PPM	20,909	21,862	953	$0.00437	10 years from Intro.
MEMA001153 / GW21F				$4.16	
750,000 / 8/2009	20,433	21,891	1,458	$0.05593	
Color Network Printer				$81.55	
CSA-VT					

		Subtotal Black	1,941	$10.85	
		Subtotal Color	4,117	$243.74	

	District Wide Black Totals	3,968,269	$15,373.46	
	District Wide Color Totals	811,858	$40,546.50	

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 2018-2019 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
3,968,269	$0.00885	$35,119.18

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,968,269	$0.00387	$15,373.46	$19,745.72	$98,728.60

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $19745.72 x 13 years as a Client

= $256,694.36 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 <u>upcoming fiscal year.</u>

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Milton Elementary/Middle	2,234,599	$8,840.82	$12,066.83	$26,574.83	$47,482.49
Milton High	1,731,729	$6,813.61	$9,351.34	$20,594.48	$36,759.43
SD 10 District Office	1,941	$11.08	$10.48	$23.08	$44.64
Total	**3,968,269**	**$15,665.51**	**$21,428.65**	**$47,192.40**	**$84,286.56**

SPC Equipment Bids:
Presently our bids are coming in between 15% to 23% of Retail, while the current Salesman's Cost is 50% of Retail.
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of $45,640 is coming in at $7,342...16% of Retail! Our prices are negotiated with 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	572,639	$28,663.22
Milton High	235,102	$12,442.69
SD 10 District Office	4,117	$248.62
Total	**811,858**	**$41,354.53**

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. <mark>Current year's increase is 2%.</mark>

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Canon Solutions Vermont	Black Photocopier	3,309,334	$0.00372	$12,310.72	$0.00379	$12,542.38
Canon Solutions Vermont	Color Network Printer	6,767	$0.00437	$29.57	$0.00446	$30.18
Canon Solutions Vermont	Color Photocopier	423,230	$0.00372	$1,574.42	$0.00379	$1,604.04
Office Systems of Vermont	Black Network Printer	120,354	$0.00677	$814.80	$0.00691	$831.65
Office Systems of Vermont	Color Network Printer	25,929	$0.00677	$175.54	$0.00691	$179.17
Office Systems of Vermont	Color Network Printer	3,075	$0.01491	$45.85	$0.01521	$46.77
Office Systems of Vermont	Color Photocopier	79,580	$0.00531	$422.57	$0.00542	$431.32
	Total	**3,968,269**	**$0.00387**	**$15,373.46**	**$0.00395**	**$15,665.51**

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%.==

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Canon Solutions Vermont	Color Network Printer	14,317	$0.05593	$800.75	$0.05705	$816.78
Canon Solutions Vermont	Color Photocopier	609,804	$0.04721	$28,788.85	$0.04815	$29,362.06
Office Systems of Vermont	Color Network Printer	76,039	$0.06100	$4,638.38	$0.06222	$4,731.15
Office Systems of Vermont	Color Network Printer	3,476	$0.16267	$565.44	$0.16592	$576.74
Office Systems of Vermont	Color Photocopier	108,222	$0.05316	$5,753.08	$0.05422	$5,867.80
	Total	**811,858**	**$0.04994**	**$40,546.50**	**$0.05094**	**$41,354.53**

Reprographic Equipment Assessment

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

Total Number of Units	**111**
Total Number of Units on Lease	**27**
Total Number of Units Owned	**84**
Lease Company	**Norway Savings Bank**
Lease Start Date	**11/01/2014**
Lease End Date	**08/01/2019**
Term	**4 Annual**
Annual Payment usually due on 8/1	**$47,192.40**
Remaining Payments	**0**

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

Owned Equipment

Building	Make/Model	Serial Number
Milton Elementary/Middle	HPLaser Jet CP1525nw	CNBF334452
Milton Elementary/Middle	HPColor Laser Jet CP1525nw	CNBF334461
Milton Elementary/Middle	HPLaser Jet CP1525nw	CNBF334467
Milton Elementary/Middle	HPLaser Jet CP1525nw	CNBF334468
Milton Elementary/Middle	HPLaser Jet CP1525nw	CNBF334471
Milton Elementary/Middle	HPLaser Jet CP1525nw	CNBF334478
Milton Elementary/Middle	CanonLBP 5460	MEMA001337
Milton Elementary/Middle	KyoceraFS-C5250	Q553708062
Milton Elementary/Middle	KyoceraFS-C5250	Q553708389
Milton Elementary/Middle	KyoceraFS-C5250	Q553708415
Milton Elementary/Middle	KyoceraFS-C5250	Q553708418
Milton Elementary/Middle	KyoceraFS-C5250	Q553708419
Milton Elementary/Middle	KyoceraFS-C5250	Q553708421
Milton Elementary/Middle	KyoceraFS-C5250	Q553708422
Milton Elementary/Middle	KyoceraFS-C5250	Q553708425
Milton Elementary/Middle	KyoceraFS-C5250	Q553708426
Milton Elementary/Middle	KyoceraFS-C5250	Q553708432
Milton Elementary/Middle	KyoceraFS-C5250	Q553708434
Milton Elementary/Middle	KyoceraFS-C5250	Q553708441
Milton Elementary/Middle	KyoceraFS-C5250	Q553708444
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563134
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563138
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563139
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563142
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563207
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563209
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563210
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563211
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563212
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563213
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563214
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563216
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563218

Building	Make/Model	Serial Number
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563219
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563224
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563225
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563227
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563228
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563229
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563230
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563231
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563232
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563233
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563234
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563236
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563238
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563239
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563240
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563241
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563244
Milton Elementary/Middle	KyoceraFS-1370DN	Q653563245
Milton Elementary/Middle	KyoceraFS-1370DN	Q653664320
Milton High	ToshibaES6550C	CLF110402
Milton High	HPLaser Jet CP1525nw	CNBF255055
Milton High	HPLaser Jet CP1525nw	CNBF255058
Milton High	HPLaser Jet CP1525nw	CNBF255066
Milton High	HPColor Laser Jet CP1520	CNBF334479
Milton High	Toshibae-Studio 3040c	CNG113800
Milton High	KyoceraFS-C5250	Q553708063
Milton High	KyoceraFS-C5250	Q553708064
Milton High	KyoceraFS-C5250	Q553708067
Milton High	KyoceraFS-C5250	Q553708402
Milton High	KyoceraFS-C5250	Q553708413
Milton High	KyoceraFS-C5250	Q553708414
Milton High	KyoceraFS-C5250	Q553708420
Milton High	KyoceraFS-C5250	Q553708424
Milton High	KyoceraFS-1370DN	Q653562310

Building	Make/Model	Serial Number
Milton High	KyoceraFS-1370DN	Q653563128
Milton High	KyoceraFS-1370DN	Q653563131
Milton High	KyoceraFS-1370DN	Q653563132
Milton High	KyoceraFS-1370DN	Q653563141
Milton High	KyoceraFS-1370DN	Q653563201
Milton High	KyoceraFS-1370DN	Q653563215
Milton High	KyoceraFS-1370DN	Q653563217
Milton High	KyoceraFS-1370DN	Q653563220
Milton High	KyoceraFS-1370DN	Q653563221
Milton High	KyoceraFS-1370DN	Q653563222
Milton High	KyoceraFS-1370DN	Q653563223
Milton High	KyoceraFS-1370DN	Q653563226
Milton High	KyoceraFS-1370DN	Q653563235
Milton High	KyoceraFS-1370DN	Q653563237
Milton High	KyoceraFS-1370DN	Q653563243
SD 10 District Office	CanonLBP 5460	MEMA001153
SD 10 District Office	KyoceraFS-C5250	Q553708423

STARDoc User Names

Name	User Name
Amy Rex	arex
Dustin Tanner	dtanner
Jonathan Havens	jhavens
Katie Glover	kglover
Patty Pixler	ppixler
Robert Whitcomb	rwhitcomb@mymtsd-vt.org
Terri Mazza	tmazza@mymtsd-vt.org

Benefits of partnering with SPC

Top Benefits to <mark>our CLIENTS:</mark>

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 3,900 devices doing more than <mark>239</mark> million copies and prints per year. We purchase approximately 1,100 units annually with 80 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 <u>STARDoc</u> Software

- STARDoc: System for Tracking And Reporting Documents.

- Maps all devices and sets up 'Interactive Live Floor Plans' of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

- STARDoc studies your printing habits and is able to predict your year-end-cost months in advance before you receive your year-end reconciliation invoice.

- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.

- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

- 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.

Benefits of partnering with SPC

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 million for all of our clients. That translates into Savings of more than $10 million over five years!

SPC Values Our Vendors

Overall Benefits to <mark>our VENDORS</mark>

- Opportunities brought to you - Over 1,100 units purchased annually 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..

SPC Values Our Vendors

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.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

SPC manages over 3,900 pieces of equipment;
Our relationship with our vendors has never been stronger!