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

Amadee Denton
SD 16 South Burlington SD
550 Dorset Street
South Burlington, VT 05403

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

Skip Tilton
President

Corporate Office:
1491 East Side River Drive
Dummer, NH 03588
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VISIT US ON THE WEB:
www.spccopypro.com

October 2018

Amadee Denton
SD 16 South Burlington SD
550 Dorset Street
South Burlington, VT 05403

Dear Amadee:

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

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

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

During our meeting with you to review this report, we would like to take some time to review our current services 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

"Protecting Your Copier Interests"

Table of Contents

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.
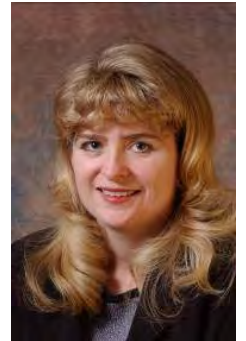
Jessica Paradis
Accounting Coordinator

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 experince 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:	**108**
Total Black Photocopiers	**28**
Total Color Photocopiers	**10**
Total Black Network Printers	**61**
Total Color Network Printers	**9**
Total Removed from Service:	**5**
# of Units OFF Warranty:	**0**
# of Units Approaching End of Warranty:	**0**
# of Units Overused:	**0**
# of Units Underused:	**1**
Commencement Date:	**10/1/2016**
# of Annual Payments Left on Lease	**3**
All Warranties and Service Contracts Expire:	**6/30/2022**
SPC's FM Audit Print Management Software Loaded	**Yes**
Printer Contract	**[gu**

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 Amadee,

On paper, everything looks pretty good. I would definitely continue to pay down your principal on your capital lease.

It is important to not ignore machines that are being overused or underused. We only saw one printer being underused, having done less than 500 prints last year. We will continue to monitor the usage to see if this changes. One of our jobs is help flag these kinds of devices so that you can maximize your capital investment as well as minimize the cost of operation on your service contracts. Although your color usage saw a big increase last year, that is in line for the average color page per student we see throughout 55 other school districts.

Also, keep in mind there are some powerful print management software that you may want to consider next time around. (See page #10)

Sincerely,
Skip

Non Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
CANON TX-3000	BAHY01324	172.18.30.5	10/9/2018 9:34:45 AM

Machine Count: 1... 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

Legend: ■ 14-15 ■ 15-16 ■ 16-17 □ 17-18   % difference between Previous Year and Current Year

620% -5% 12% 45% 30% -4% 49% 18%

Buildings: Bus Garage, Central, Chamberlain, Maintenance, Orchard, S Burlington HS, SD 16, Tuttle Middle
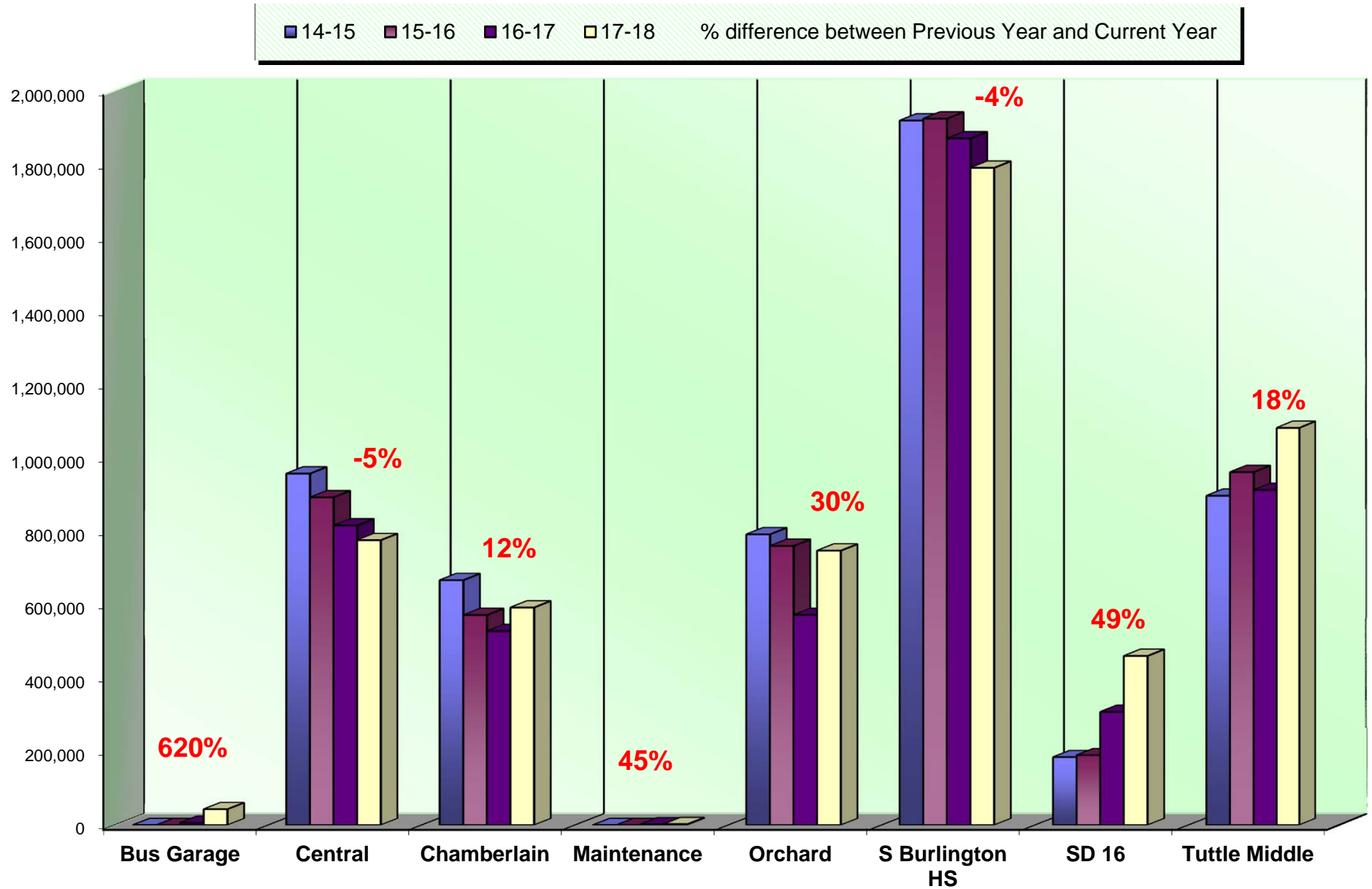
Annual Black Volume Overall
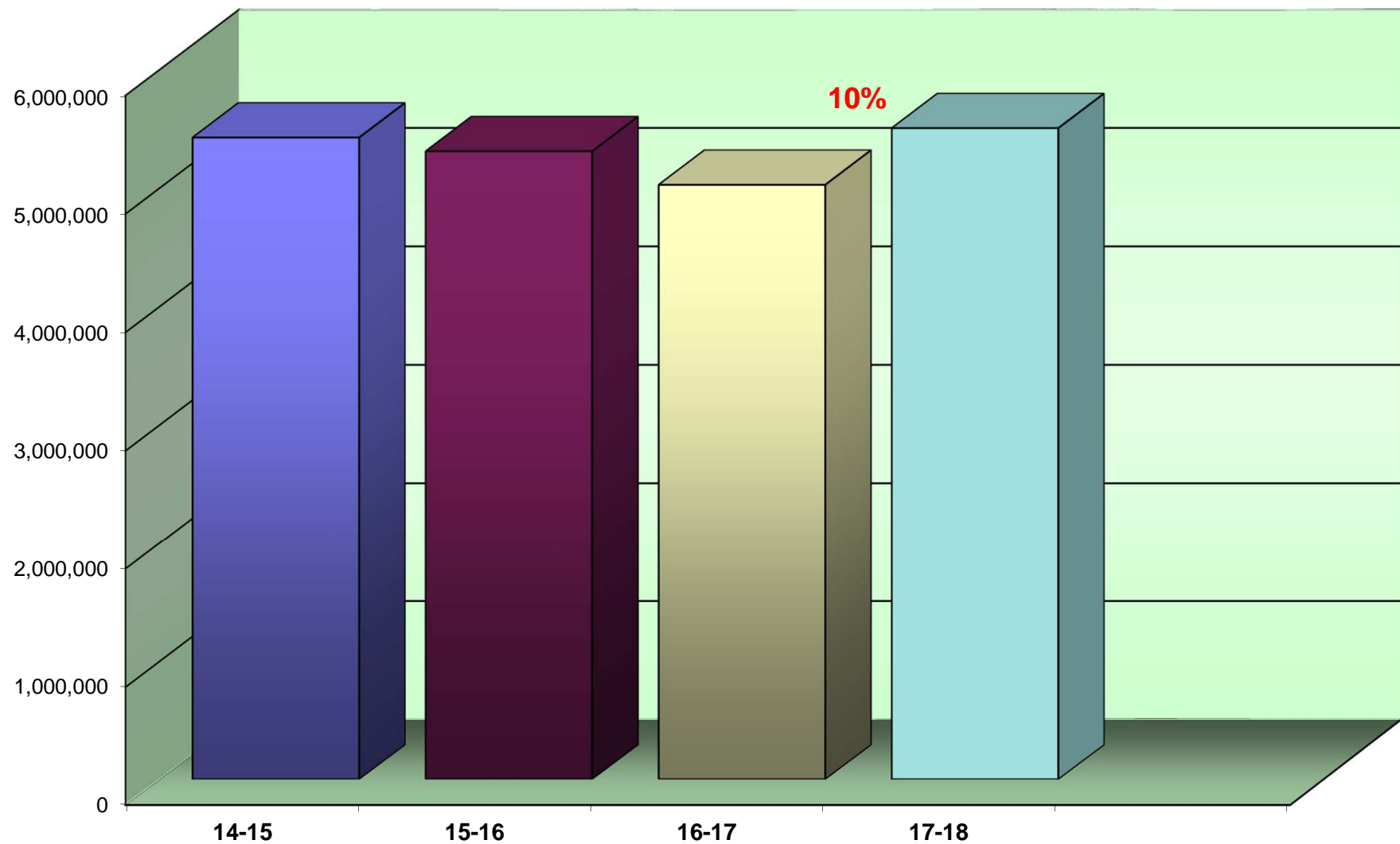
10%

% 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.

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Chamberlin School	356	595,569	$11,787.18	1,673	$33.11
Frederick H.Tuttle Middle	562	1,083,305	$21,708.07	1,928	$38.63
Maintenance Building	0	2,567	$63.59	0	$0.00
Orchard School	542	750,002	$14,635.45	1,384	$27.00
Rick Marcotte Central School	434	778,325	$15,576.84	1,793	$35.89
S Burlington High	965	1,789,360	$36,617.22	1,854	$37.95
SD 16 Bus Garage	0	43,958	$1,247.55	0	$0.00
SD 16 District	0	464,128	$9,407.66	0	$0.00
Totals	**2,859**	**5,507,214**	**$111,043.57**	**1,926**	**$38.84**

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.

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
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

Average Copies Per Student - Black

Year	Value
16/17	2354
15/16	2351
14/15	2418
13/14	2579
12/13	2516

(x-axis: 2200, 2250, 2300, 2350, 2400, 2450, 2500, 2550, 2600)

Annual Color Volume by Building

Legend: ■ 14-15 ■ 15-16 ■ 16-17 □ 17-18   % difference between Previous Year and Current Year

Buildings: Bus Garage (0%), Central (34%), Chamberlin (26%), Maintenance (121%), Orchard (36%), S. Burlington HS (58%), Superintendent (71%), Tuttle Middle (39%)

Annual Color Volume Overall
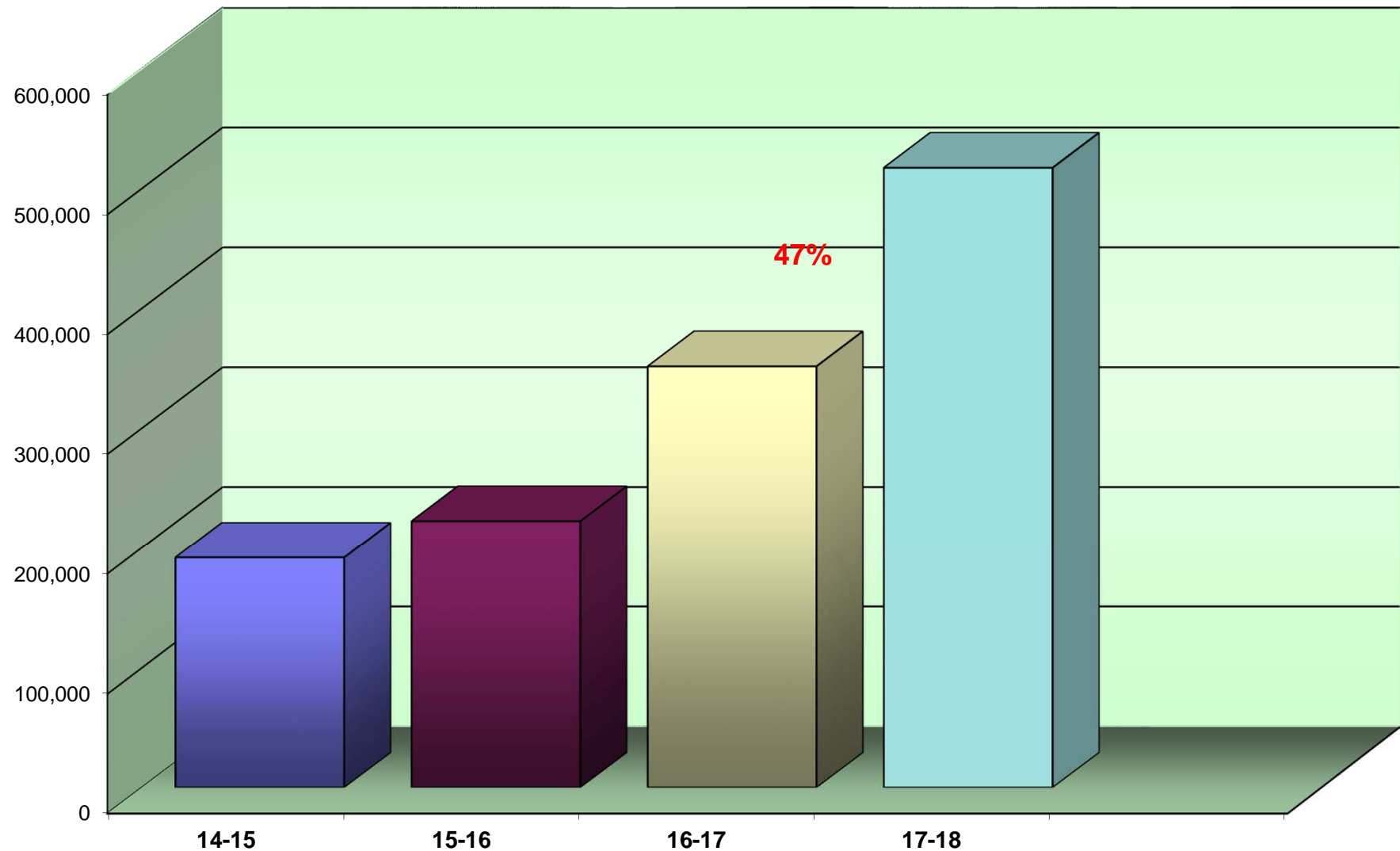
47%

% 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.

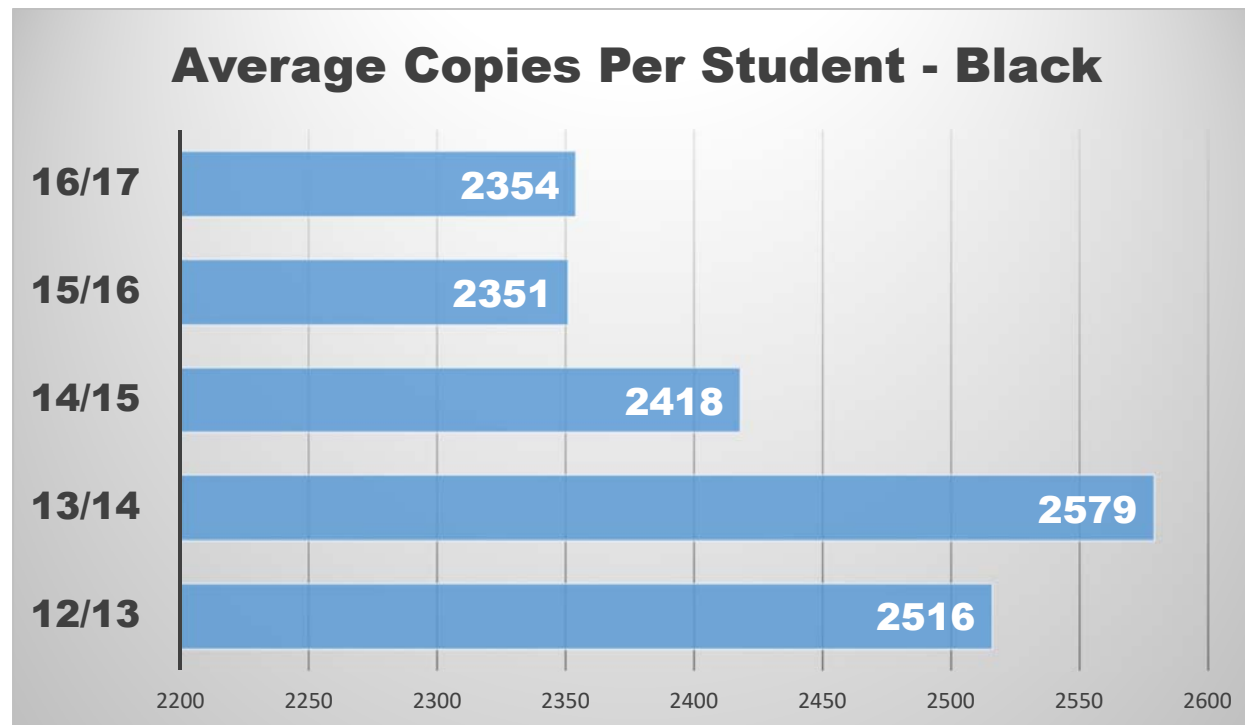| Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Chamberlin School	356	64,982	$2,761.03	183	$7.76
Frederick H.Tuttle Middle	562	47,753	$2,482.80	85	$4.42
Maintenance Building	0	1,534	$157.70	0	$0.00
Orchard School	542	54,541	$3,135.48	101	$5.79
Rick Marcotte Central School	434	66,124	$2,263.42	152	$5.22
S Burlington High	965	221,624	$8,487.75	230	$8.80
SD 16 Bus Garage	0	0	$0.00	0	$0.00
SD 16 District	0	60,796	$2,309.45	0	$0.00
Totals	**2,859**	**517,354**	**$21,597.63**	**181**	**$7.55**

*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 #10 under new STARDoc features0 Industry Ratios are 185 color prints per student per year0Rlease contact our SPC technical team to provide training to your staff.

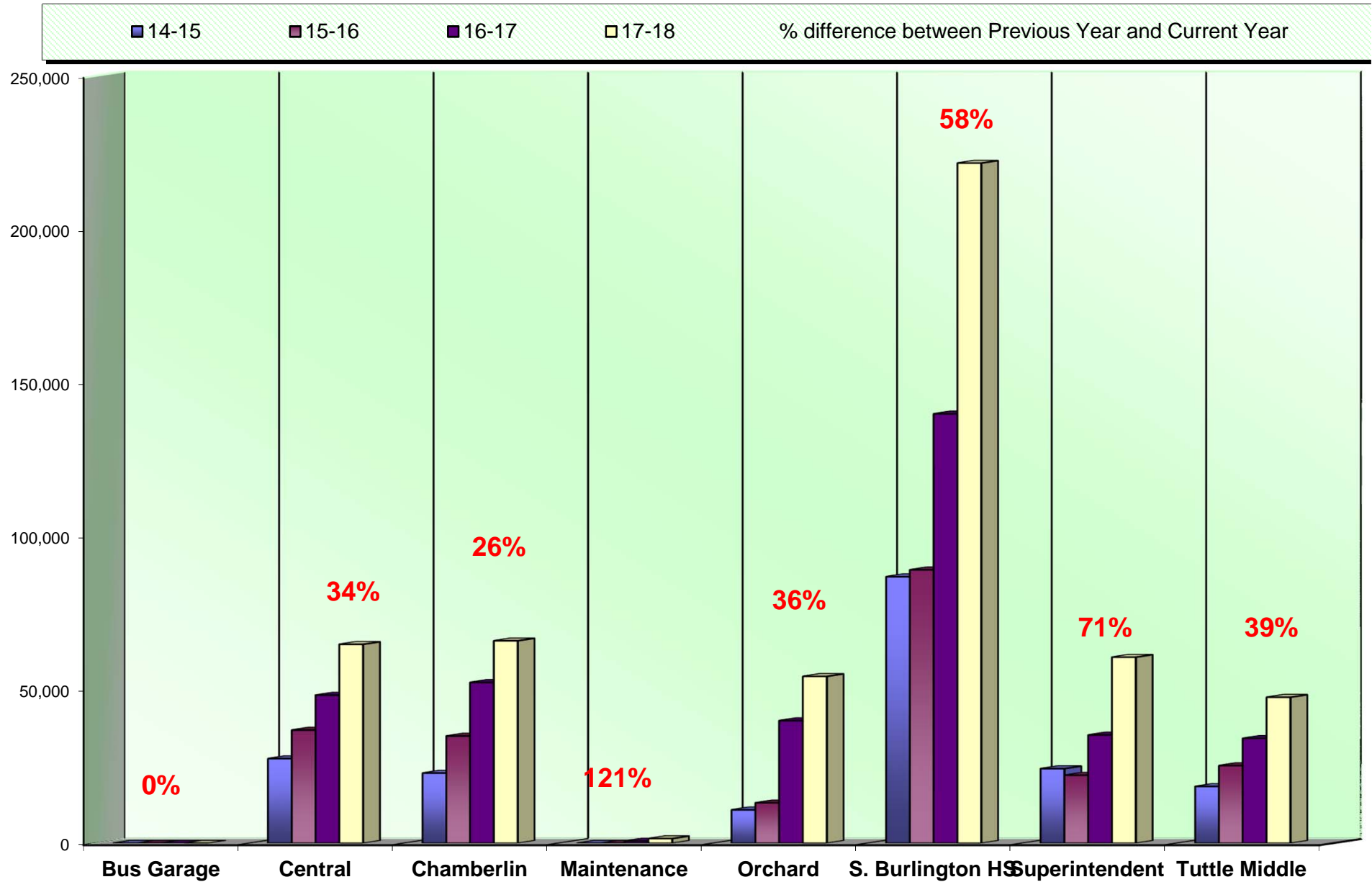|		
District Wide Black Totals	5,507,214	$20,097.27
District Wide Color Totals	517,354	$21,010.45

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.

Average Copies Per Student - Color

Year	Value
16/17	185
15/16	167
14/15	137
13/14	125
12/13	92
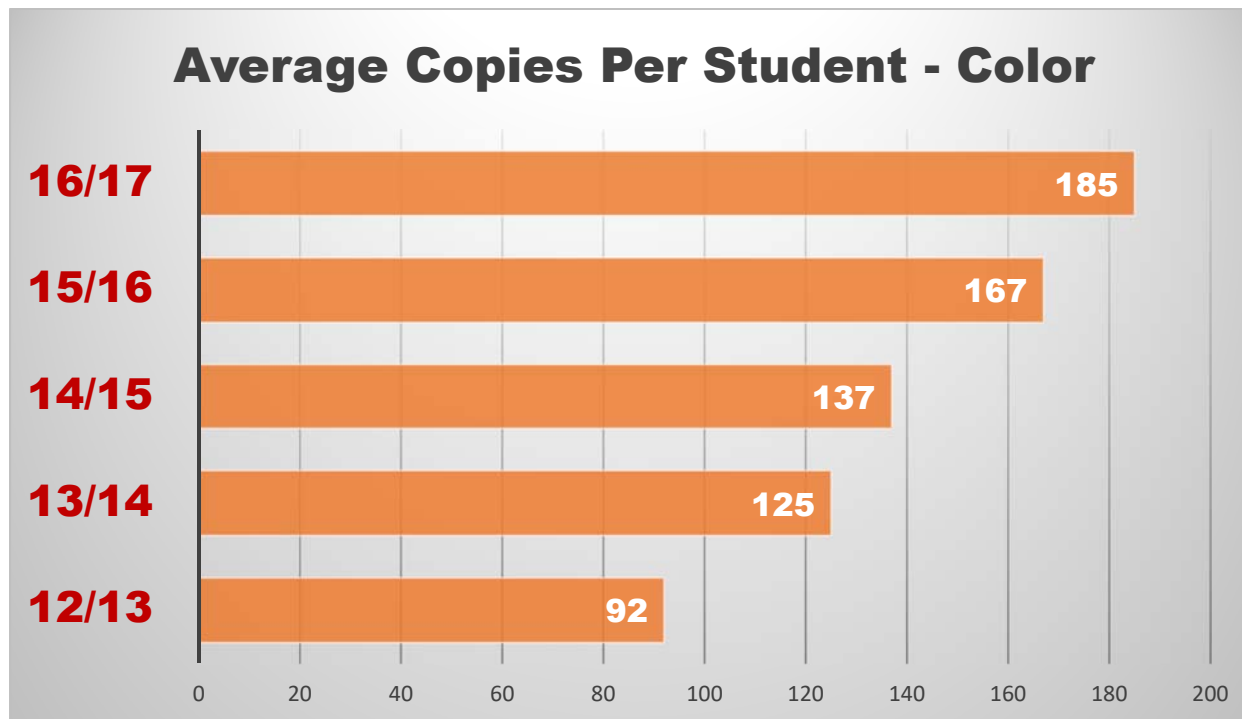
CURRENT BLACK & COLOR USAGE COMPARISONS
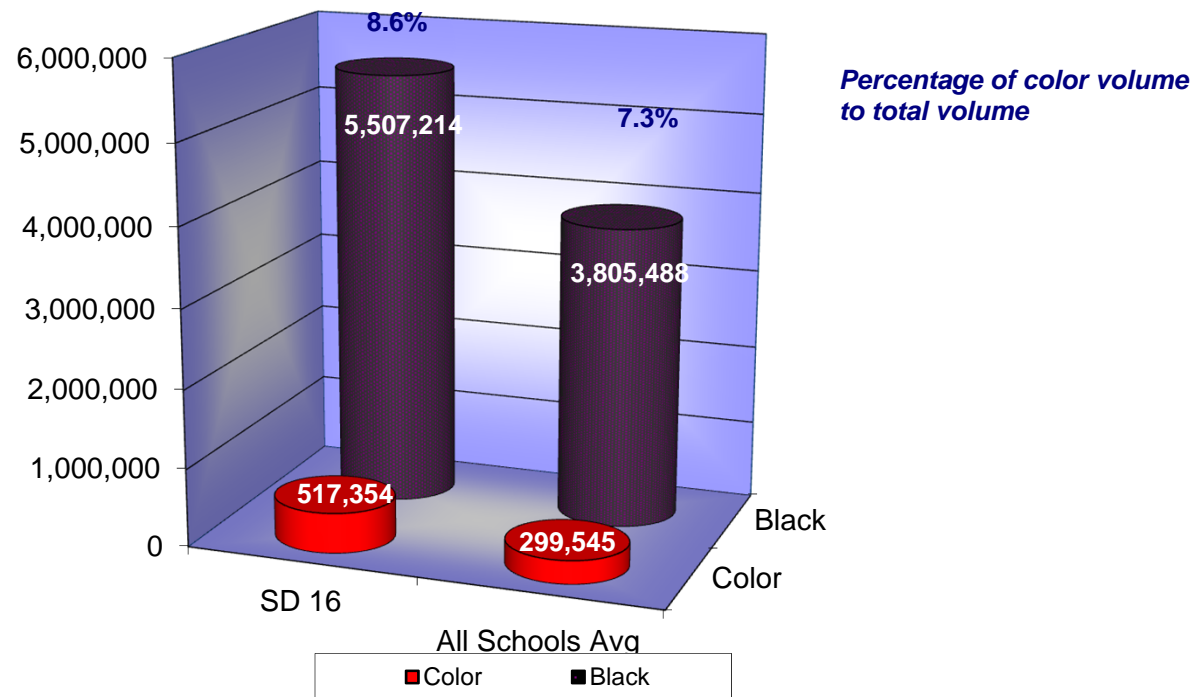
Usage Profile for Service & Supplies

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.

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*
				Date of Last Upgrade: 10/1/2016	
CHAMBERLIN SCHOOL					
EEE Office					
Kyocera P2135DN / 37 PPM	1,173	3,664	2,491	$0.008130	None at this time.
LVK6X53736 / 04493				$20.25	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Main Office					
Kyocera P2135DN / 37 PPM	999	3,863	2,864	$0.008130	None at this time.
LVK6X53729 / 04497				$23.28	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Toshiba e-Studio 4505AC / 45 PPM	26,855	71,542	44,687	$0.002900	None at this time.
CFJF64269 / 04448				$129.59	
1,000,000 / 07/2016	29,560	86,715	57,155	$0.03330	
Color Photocopier				$1,903.26	
OSV					

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*	*Date of Last Upgrade: 10/1/2016* **Recommendations**
CHAMBERLIN SCHOOL					
Media Center					
Kyocera FS-2100DN / 42 PPM LQA6940677 / 04474	6,362	19,167	12,805	$0.008130 $104.10	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer OSV				$0.00	
Kyocera P6130cdn / 32 PPM V5Q5901825 / 04518	969	3,297	2,328	$0.008130 $18.93	None at this time.
750,000 / 06/2015	2,328	10,155	7,827	$0.10000	
Color Network Printer OSV				$782.70	
Nurse's Office					
HP Laser Jet Pro MFP M127fn / 21 PPM CNB9FDFDR6 /	3,756	4,183	427	$0.012380 $5.29	Underused!
500,000 / 10/2013	0	0	0	$0.00000	
Black Laser MFP OSV				$0.00	
Project Room 13					
Kyocera P2135DN / 37 PPM LVK6X53735 / 04498	10,852	22,928	12,076	$0.008130 $98.18	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer OSV				$0.00	

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*	*Date of Last Upgrade: 10/1/2016* **Recommendations**
CHAMBERLIN SCHOOL					
Project Room 18					
Kyocera P2135DN / 37 PPM LVK6X53734 / 04439	3,747	9,058	5,311	$0.008130 $43.18	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 17 Special Services					
Toshiba e-Studio 6508A / 65 PPM CIJF13281 / 04451	81,215	230,557	149,342	$0.002900 $433.09	None at this time.
3,000,000 / 08/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Room 5					
Kyocera P2135DN / 37 PPM LVK6X53724 / 04442	3,694	9,201	5,507	$0.008130 $44.77	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
CHAMBERLIN SCHOOL					
Staff Room					
Toshiba e-Studio 7508A / 75 PPM CIJF13170 / 04506	97,362	278,935	181,573	$0.002900 $526.56	None at this time.
4,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier **OSV**				$0.00	
Toshiba e-Studio 8508A / 85 PPM CIJF13411 / 04412	89,593	265,751	176,158	$0.002900 $510.86	None at this time.
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier **OSV**				$0.00	
	Subtotals Black	**595,569**		**$1,958.09**	
	Subtotals Color	**64,982**		**$2,685.96**	

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	Date of Last Upgrade: 10/1/2016 Recommendations
FREDERICK H.TUTTLE MIDDLE					
Food Service					
Kyocera M2535DN / 37 PPM LVZ6633792 / 04516	2,642	6,247	3,605	$0.008130 $29.31	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					
Kyocera P2040dw / 40 PPM VD27409231 / 05327	0	486	486	$0.008130 $3.95	None at this time.
1,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Guidance					
HP Laser Jet 400 M401n / 35 PPM VNG4617274 / 04548	41,474	50,182	8,708	$0.012380 $107.81	None at this time.
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Library					
Kyocera FS-2100DN / 42 PPM LQA6940676 / 04473	27,627	73,835	46,208	$0.008130 $375.67	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model / Speed			*2017-18*		
Serial Number / Vendor ID				*Date of Last Upgrade: 10/1/2016*	
Life / Intro Date	*7/1/2017*	*6/30/2018*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

FREDERICK H.TUTTLE MIDDLE

Library Hall

Toshiba e-Studio 8508A / 85 PPM	128,866	359,613	230,747	$0.002900	None at this time.
CIHF11752 / 04453				$669.17	
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Main Office

Toshiba e-Studio 4505AC / 45 PPM	9,172	30,859	21,687	$0.002900	None at this time.
CFJF64257 / 04449				$62.89	
1,000,000 / 07/2016	16,690	52,073	35,383	$0.03330	
Color Photocopier				$1,178.25	
OSV					

Toshiba e-Studio 8508A / 85 PPM	85,052	327,414	242,362	$0.002900	None at this time.
CIJF13414 / 04469				$702.85	
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Planning Room

HP Laser Jet 400 M401n / 35 PPM	28,573	32,553	3,980	$0.012380	Tgr rœgf "y kɉ "XF 49528: 4: 0
VNB3S16059 / 04536				$49.27	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model / Speed			*2017-18*		
Serial Number / Vendor ID				*Date of Last Upgrade: 10/1/2016*	
Life / Intro Date	*7/1/2017*	*6/30/2018*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	*Recommendations*

FREDERICK H.TUTTLE MIDDLE

Planning Room/Fusion Team

Kyocera P2040dw / 40 PPM	0	3,069	3,069	$0.010000	None at this time.
VD27306828 / 04945				$30.69	
1,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 222

Kyocera P2040dw / 40 PPM	0	8,615	8,615	$0.008130	None at this time.
VD26Z03728 / 05336				$70.04	
1,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 244

Kyocera P2135DN / 37 PPM	0	1,538	1,538	$0.008130	None at this time.
LVK6X55221 / 02475				$12.50	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room C-209 SPED Second Floor

Kyocera P2135DN / 37 PPM	3,852	7,693	3,841	$0.008130	None at this time.
LVK6X53728 / 04496				$31.23	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations

FREDERICK H.TUTTLE MIDDLE

Room C-260

Kyocera FS-2100DN / 42 PPM	5,664	10,878	5,214	$0.008130	None at this time.
LQA6940683 / 04508				$42.39	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room E-168

Kyocera P2135DN / 37 PPM	522	1,831	1,309	$0.008130	None at this time.
LVK6X53733 / 04495				$10.64	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room E-265

Toshiba e-Studio 8508A / 85 PPM	247,662	718,762	471,100	$0.002900	None at this time.
CIJF13292 / 04467				$1,366.19	
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Room E-267 Journey

Kyocera P2135DN / 37 PPM	1,740	2,999	1,259	$0.008130	None at this time.
LVK6X53723 / 04494				$10.24	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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*	**Date of Last Upgrade: 10/1/2016** **Recommendations**
FREDERICK H.TUTTLE MIDDLE					
Room E-274					
Kyocera FS-C8650DN / 55 PPM NXW6901121 / 04515	1,864	4,703	2,839	$0.008130 $23.08	None at this time.
750,000 / 07/2016	6,016	17,018	11,002	$0.10000	
Color Network Printer				$1,100.20	
OSV					
Room W-100					
Kyocera P2135DN / 37 PPM LVK6X55187 / 05003	2,276	5,737	3,461	$0.008130 $28.14	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room W-223 Nova					
Kyocera FS-2100DN / 42 PPM LQA6940684 / 04509	11,335	30,055	18,720	$0.008130 $152.19	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room W-224 Lab					
Kyocera P2135DN / 37 PPM LVK6X55193 / 05002	943	3,902	2,959	$0.008130 $24.06	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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*	*Date of Last Upgrade: 10/1/2016* *Recommendations*
FREDERICK H.TUTTLE MIDDLE					
Special Ed Office					
HP Color Laser Jet M451nw / 21 PPM	6,507	8,105	1,598	$0.012380 $19.78	None at this time.
CNDG200803 / 03288					
500,000 / 02/2012	4,585	5,953	1,368	$0.10000	
Color Network Printer				$136.80	
OSV					
	Subtotals Black	**1,083,305**		**$3,822.09**	
	Subtotals Color	**47,753**		**$2,415.25**	

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*	*Date of Last Upgrade: 10/1/2016* *Recommendations*
MAINTENANCE BUILDING					
Front Office					
Kyocera M2535DN / 37 PPM LVZ6633784 / 04519	1,304	3,349	2,045	$0.008130 $16.63	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					
Office					
Kyocera 306CI / 30 PPM V9W6601966 / 04499	470	992	522	$0.008130 $4.24	None at this time.
750,000 / 07/2016	694	2,228	1,534	$0.10000	
Color Laser MFP				$153.40	
OSV					
		Subtotals Black	**2,567**	**$20.87**	
		Subtotals Color	**1,534**	**$153.40**	

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*
				Date of Last Upgrade: 10/1/2016	
ORCHARD SCHOOL					
Grades 4/5 Project Room					
Kyocera P6130cdn / 32 PPM	3,643	6,559	2,916	$0.008130	None at this time.
V5Q6503178 / 04500				$23.71	
750,000 / 06/2015	3,021	6,086	3,065	$0.10000	
Color Network Printer				$306.50	
OSV					
Guidance - Room 16					
Kyocera FS-2100DN / 42 PPM	629	3,772	3,143	$0.008130	None at this time.
LQA6739778 / 04356				$25.55	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Library Office					
Kyocera P6130cdn / 32 PPM	1,032	7,203	6,171	$0.008130	None at this time.
V5Q6403028 / 03893				$50.17	
750,000 / 06/2015	4,372	19,807	15,435	$0.10000	
Color Network Printer				$1,543.50	
OSV					
Library Storage					
Toshiba e-Studio 8508A / 85 PPM	131,006	435,677	304,671	$0.002900	None at this time.
CIIF11814 / 04456				$883.55	
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
ORCHARD SCHOOL					
Main Office					
Toshiba e-Studio 4505AC / 45 PPM CFJF64286 / 04450	11,410	36,105	24,695	$0.002900 $71.62	None at this time.
1,000,000 / 07/2016	21,169	57,210	36,041	$0.03330	
Color Photocopier				$1,200.17	
OSV					
Toshiba e-Studio 8508A / 85 PPM CIJF13291 / 04468	151,534	555,261	403,727	$0.002900 $1,170.81	None at this time.
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Room 27 SPED					
Kyocera P2135DN / 37 PPM LVK6X55194 / 05001	2,107	6,786	4,679	$0.008130 $38.04	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Subtotals Black			750,002	$2,263.44	
Subtotals Color			54,541	$3,050.17	

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*	*Date of Last Upgrade: 10/1/2016* Recommendations
RICK MARCOTTE CENTRAL SCHOOL					
4th Grade Wing					
Kyocera FS-2100DN / 42 PPM	9	553	544	$0.008130 $4.42	None at this time.
LQA6940685 / 04510					
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Computer Lab					
Kyocera FS-2100DN / 42 PPM	10,047	17,297	7,250	$0.008130 $58.94	None at this time.
LQA6940668 / 04511					
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Grade 5 Project Room					
Kyocera P2135DN / 37 PPM	5,883	22,102	16,219	$0.008130 $131.86	None at this time.
LVK6X55180 / 04441					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Library					
Toshiba e-Studio 4505AC / 45 PPM	8,082	25,810	17,728	$0.002900 $51.41	None at this time.
CFHF47819 / 04428					
1,000,000 / 07/2016	28,606	94,730	66,124	$0.03330	
Color Photocopier				$2,201.93	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
RICK MARCOTTE CENTRAL SCHOOL					
Library - across from Circulation Desk					
Kyocera P2135DN / 37 PPM	365	2,533	2,168	$0.008130 $17.63	None at this time.
LVK6X55185 / 04502					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Main Office					
Kyocera FS-2100DN / 42 PPM	8,494	28,603	20,109	$0.008130 $163.49	None at this time.
LQA6940555 / 04512					
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Kyocera M2535DN / 37 PPM	5,390	13,874	8,484	$0.008130 $68.97	None at this time.
LVZ6633776 / 04517					
750,000 / 03/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					
Music					
Kyocera P2135DN / 37 PPM	1,363	4,225	2,862	$0.008130 $23.27	None at this time.
LVK6X55170 / 04501					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
RICK MARCOTTE CENTRAL SCHOOL					
Music Office/SPED					
Kyocera FS-2100DN / 42 PPM LQA6940669 / 04513	4,229	9,832	5,603	$0.008130 $45.55	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Primary Wing Custodial Closet					
Kyocera P2135DN / 37 PPM LVK6951963 / 04503	3,639	9,804	6,165	$0.008130 $50.12	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Toshiba e-Studio 8508A / 85 PPM CIJF13293 / 04443	145,428	420,904	275,476	$0.002900 $798.88	None at this time.
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Room 1					
Toshiba e-Studio 8508A / 85 PPM CIIF11806 / 04463	117,840	281,257	163,417	$0.002900 $473.91	None at this time.
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

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*	*Date of Last Upgrade: 10/1/2016* **Recommendations**
RICK MARCOTTE CENTRAL SCHOOL					
Room 1 - Staff					
Toshiba e-Studio 8508A / 85 PPM	126,918	358,825	231,907	$0.002900 $672.53	None at this time.
CIJF13294 / 04459					
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
SPED Office					
Kyocera FS-2100DN / 42 PPM	8,362	28,755	20,393	$0.008130 $165.80	None at this time.
LQA6940675 / 04514					
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Subtotals Black	**778,325**	**$2,726.78**	
Subtotals Color	**66,124**	**$2,201.93**	

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	Date of Last Upgrade: 10/1/2016 Recommendations
S BURLINGTON HIGH					
Athletics Office					
HP LaserJet 400 MFP M425dn / 35 PPM CNF8G5WFKS / 04537	22,794	29,081	6,287	$0.012380 $77.83	T gr rœgf "y kj "XEC8Z 22939
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					
Kyocera M2635dw / 35 PPM VCA6X00717 / 04948	0	2,142	2,142	$0.010000 $21.42	None at this time.
750,000 / 03/2017	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					
Attendance Office					
Kyocera FS-2100DN / 42 PPM LQA6940674 / 04390	10,469	28,339	17,870	$0.008130 $145.28	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
AV Lab					
Toshiba e-Studio 5506AC / 55 PPM CHHF11233 / 04452	45,639	163,448	117,809	$0.002900 $341.65	None at this time.
3,000,000 / 07/2016	88,199	283,625	195,426	$0.03330	
Color Photocopier				$6,507.69	
OSV					

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*	*Date of Last Upgrade: 10/1/2016* **Recommendations**
S BURLINGTON HIGH					
CDC Library					
Kyocera FS-2100DN / 42 PPM LQA6940671 / 04392	1,866	5,865	3,999	$0.008130 $32.51	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Copy Room 2nd Floor					
Toshiba e-Studio 8508A / 85 PPM CIJF13412 / 04466	162,607	636,350	473,743	$0.002900 $1,373.85	None at this time.
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Custodial Office					
Kyocera P2040dw / 40 PPM VD26Z03744 / 05337	0	735	735	$0.008130 $5.98	None at this time.
1,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Guidance					
Kyocera FS-2100DN / 42 PPM LQA6940682 / 04391	4,713	13,869	9,156	$0.008130 $74.44	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
S BURLINGTON HIGH					
Guidance Office					
Toshiba e-Studio 5506AC / 55 PPM CHHF10945 / 04413	22,040	62,342	40,302	$0.002900 $116.88	None at this time.
3,000,000 / 07/2016	5,845	18,895	13,050	$0.03330	
Color Photocopier				$434.57	
OSV					
Health					
HP Laser Jet 400 M401n / 35 PPM PHGDB06656 / 04538	12,996	15,896	2,900	$0.012380 $35.90	None at this time.
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
IT Help Desk					
Kyocera 306CI / 30 PPM V9W6601972 / 04440	0	913	913	$0.008130 $7.42	None at this time.
750,000 / 07/2016	0	1,852	1,852	$0.10000	
Color Laser MFP				$185.20	
OSV					
Main Library					
Kyocera FS-2100DN / 42 PPM LQA6940679 / 04393	41,729	103,826	62,097	$0.008130 $504.85	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
S BURLINGTON HIGH					
Main Office					
HP Color Laser Jet M451nw / 21 PPM CNDG300515 / 04539	18,858	20,851	1,993	$0.012380 $24.67	Tgr rœgf "ý kj 'EP FI 522737
500,000 / 02/2012	32,614	37,226	4,612	$0.10000	
Color Network Printer				$461.20	
OSV					
Kyocera 306CI / 30 PPM V7E7Y04248 / 04745	0	2,576	2,576	$0.012380 $31.89	None at this time.
750,000 / 07/2016	0	2,950	2,950	$0.10000	
Color Laser MFP				$295.00	
OSV					
Toshiba e-Studio 8508A / 85 PPM CIJF13315 / 04465	183,961	527,573	343,612	$0.002900 $996.47	None at this time.
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Music Office					
Kyocera P2135DN / 37 PPM LVK6X53727 / 04476	603	3,564	2,961	$0.008130 $24.07	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
S BURLINGTON HIGH					
Room 101					
Kyocera P2135DN / 37 PPM LVK6X53721 / 04477	1,392	4,428	3,036	$0.008130 $24.68	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 105					
HP Laser Jet 400 M401n / 35 PPM PHGDD31712 / 04540	42,621	54,695	12,074	$0.012380 $149.48	T̲g̲r̲ ̲rc̲g̲f̲ "y̲ k̲j̲ "X̲F̲ 49528: 43
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 110					
Kyocera FS-2100DN / 42 PPM LQA6940673 / 04472	8,589	20,714	12,125	$0.008130 $98.58	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 110 Social Studies Office					
Kyocera P2040dw / 40 PPM VD27306821 / 04946	0	5,921	5,921	$0.010000 $59.21	None at this time.
1,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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*	*Date of Last Upgrade: 10/1/2016* *Recommendations*

S BURLINGTON HIGH

Room 111

Kyocera P2135DN / 37 PPM	4,994	13,831	8,837	$0.008130 $71.84	None at this time.
LVK6X53720 / 04478					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 112 A/V Lab

Toshiba e-Studio 1057 / 105 PPM	67,057	200,876	133,819	$0.002900 $388.08	None at this time.
CBAF40178 / 04882					
5,000,000 / 01/2015	0	0	0	$0.00000	
High Production Black Photocop				$0.00	
OSV					

Room 113

Kyocera P2135DN / 37 PPM	875	3,218	2,343	$0.008130 $19.05	None at this time.
LVK6X53722 / 04475					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 114 Language Department

Kyocera P2135DN / 37 PPM	4,825	13,554	8,729	$0.008130 $70.97	None at this time.
LVK6X53731 / 04479					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Date of Last Upgrade: 10/1/2016 Cost/Copy Annual Cost	Recommendations
S BURLINGTON HIGH					
Room 124 - Big Picture					
Kyocera P2135DN / 37 PPM	3,014	8,785	5,771	$0.008130 $46.92	None at this time.
LVK6X53730 / 04480					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 138 - Learning Commons					
Kyocera FS-2100DN / 42 PPM	491	2,584	2,093	$0.008130 $17.02	None at this time.
LQA6940686 / 04490					
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 205					
HP Laser Jet 400 M401n / 35 PPM	22,898	29,684	6,786	$0.012380 $84.01	Tgr rœgf "y kj "XF 49527774
VNG3F19242 / 04541					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Kyocera P2040dw / 40 PPM	0	5,599	5,599	$0.010000 $55.99	None at this time.
VD27305552 / 04947					
1,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations

S BURLINGTON HIGH

Room 206

Kyocera FS-2100DN / 42 PPM LQA6940667 / 04395	20,203	52,479	32,276	$0.008130 $262.40	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 210

Kyocera P2135DN / 37 PPM LVK6X53737 / 04481	1,758	5,326	3,568	$0.008130 $29.01	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 220

Kyocera M2535DN / 37 PPM LVZ6633777 / 04487	2,830	7,026	4,196	$0.008130 $34.11	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					

Room 223 Math Department

Kyocera FS-2100DN / 42 PPM LQA6940680 / 04471	15,641	39,640	23,999	$0.008130 $195.11	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
S BURLINGTON HIGH					
Room 232					
Kyocera P2135DN / 37 PPM LVK6X53732 / 04482	1,920	4,352	2,432	$0.008130 $19.77	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer **OSV**				$0.00	
Room 240 - Art					
HP Color Laser Jet M451nw / 21 PPM CNB0203990 / 04542	5,209	5,984	775	$0.012380 $9.59	None at this time.
500,000 / 02/2012	13,159	15,624	2,465	$0.10000	
Color Network Printer **OSV**				$246.50	
Room 241 - Art					
Kyocera P2135DN / 37 PPM LVK6X53719 / 04484	3,085	6,770	3,685	$0.008130 $29.96	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer **OSV**				$0.00	

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*	*Date of Last Upgrade: 10/1/2016* **Recommendations**
S BURLINGTON HIGH					
Science Copy Room 2nd Floor					
Kyocera FS-2100DN / 42 PPM LQA6940670 / 04394	42,811	99,868	57,057	$0.008130 $463.87	None at this time.
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Toshiba e-Studio 8508A / 85 PPM CIJF13413 / 04470	310,416	666,189	355,773	$0.002900 $1,031.74	None at this time.
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Science Department Ctr					
Kyocera P2135DN / 37 PPM LVK6X53718 / 04485	4,298	12,105	7,807	$0.008130 $63.47	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Tech Ed Classroom					
Kyocera P2135DN / 37 PPM LVK6X53726 / 04486	909	1,728	819	$0.008130 $6.66	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
S BURLINGTON HIGH					
Tech Ed Office					
Kyocera P6130cdn / 32 PPM V5Q5901836 / 04483	470	1,215	745	$0.008130 $6.06	None at this time.
750,000 / 06/2015 Color Network Printer **OSV**	1,045	2,314	1,269	$0.10000 $126.90	
	Subtotals Black	1,789,360	$7,052.70		
	Subtotals Color	221,624	$8,257.05		

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*	*Date of Last Upgrade: 10/1/2016* *Recommendations*
SD 16 BUS GARAGE					
Main Office					
Kyocera FS-2100DN / 42 PPM	2,565	10,230	7,665	$0.008130	None at this time.
LQA6940678 / 04489				$62.32	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Manager's Office					
HP Laser Jet Pro MFP M127fn / 21 PPM	26,166	62,459	36,293	$0.012380	None at this time.
CNB9G242VQ / 04544				$449.31	
500,000 / 10/2013	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					

Subtotals Black	**43,958**	**$511.62**	
Subtotals Color	**0**	**$0.00**	

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	Date of Last Upgrade: 10/1/2016 Recommendations
SD 16 DISTRICT					
Business Hallway Copy Room					
Toshiba e-Studio 8508A / 85 PPM CIJF13290 / 04464	85,555	219,147	133,592	$0.002900 $387.42	None at this time.
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Business Office (HS)					
Toshiba e-Studio 4508A / 45 PPM CGIF39710 / 04504	17,266	59,627	42,361	$0.002900 $122.85	None at this time.
1,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Business Office Copy Room (HS)					
HP Laser Jet 600 M604 / 52 PPM CNDCJCG124 / 04754	10,643	30,388	19,745	$0.012380 $244.44	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Toshiba e-Studio 3008A / 30 PPM CGDF14374 / 04505	10,093	42,004	31,911	$0.002900 $92.54	None at this time.
750,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

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	Date of Last Upgrade: 10/1/2016 Recommendations
SD 16 DISTRICT					
Central Office (MS)					
Toshiba e-Studio 4505AC / 45 PPM CFHF47995 / 04427	26,072	68,098	42,026	$0.002900 $121.88	None at this time.
1,000,000 / 07/2016	20,506	77,971	57,465	$0.03330	
Color Photocopier **OSV**				$1,913.58	
Data Team (HS)					
Kyocera P2135DN / 37 PPM LVK6X53725 / 04492	2,049	8,091	6,042	$0.008130 $49.12	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer **OSV**				$0.00	
District Network Services (HS)					
HP Color Laser Jet M451dn / 21 PPM CNDF353985 / 04543	2,723	3,660	937	$0.012380 $11.60	None at this time.
500,000 / 02/2012	7,609	10,940	3,331	$0.10000	
Color Network Printer **OSV**				$333.10	
Human Resources (MS)					
Kyocera M2535DN / 37 PPM LVZ6633782 / 04491	1,616	4,478	2,862	$0.008130 $23.27	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Laser MFP **OSV**				$0.00	

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	Date of Last Upgrade: 10/1/2016 Recommendations
SD 16 DISTRICT					
Main Office (MS)					
Toshiba e-Studio 8508A / 85 PPM	66,828	222,211	155,383	$0.002900	None at this time.
CIHF11736 / 04772				$450.61	
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
SPED Office (MS)					
Kyocera FS-2100DN / 42 PPM	12,284	41,553	29,269	$0.008130	None at this time.
LQA6940681 / 04488				$237.96	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
	Subtotals Black	**464,128**		**$1,741.68**	
	Subtotals Color	**60,796**		**$2,246.68**	

District Wide Black Totals	5,507,214	$20,097.27
District Wide Color Totals	517,354	$21,010.45

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 1/15/2008 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
5,507,214	$0.01620	$89,216.87

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
5,507,214	$0.00365	$20,101.33	$69,115.54	$345,577.68

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $69,115.54 x 10 years as a Client

=$691,155.36 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	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Chamberlin School	595,569	$2,012.35	$2,955.21	$6,819.62	$11,787.18
Frederick H.Tuttle Middle	1,083,305	$3,928.23	$5,375.36	$12,404.48	$21,708.07
Maintenance Building	2,567	$21.46	$12.74	$29.39	$63.59
Orchard School	750,002	$2,325.98	$3,721.51	$8,587.96	$14,635.45
Rick Marcotte Central School	778,325	$2,802.52	$3,862.05	$8,912.28	$15,576.84
S Burlington High	1,789,360	$7,249.19	$8,878.80	$20,489.22	$36,617.22
SD 16 Bus Garage	43,958	$526.09	$218.12	$503.34	$1,247.55
SD 16 District	464,128	$1,790.12	$2,303.00	$5,314.54	$9,407.66
Total	**5,507,214**	**$20,655.94**	**$27,326.80**	**$63,060.84**	**$111,043.57**

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
Chamberlin School	64,982	$2,761.03
Frederick H.Tuttle Middle	47,753	$2,482.80
Maintenance Building	1,534	$157.70
Orchard School	54,541	$3,135.48
Rick Marcotte Central School	66,124	$2,263.42
S Burlington High	221,624	$8,487.75
SD 16 Bus Garage	0	$0.00
SD 16 District	60,796	$2,309.45
Total	**517,354**	**$21,597.63**

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
Office Systems of Vermont	Black Laser MFP	21,192	$0.00813	$172.29	$0.00836	$177.17
Office Systems of Vermont	Black Laser MFP	2,142	$0.01000	$21.42	$0.01028	$22.02
Office Systems of Vermont	Black Laser MFP	43,007	$0.01238	$532.43	$0.01273	$547.48
Office Systems of Vermont	Black Network Printer	538,170	$0.00813	$4,375.32	$0.00836	$4,499.10
Office Systems of Vermont	Black Network Printer	14,589	$0.01000	$145.89	$0.01028	$149.97
Office Systems of Vermont	Black Network Printer	54,193	$0.01238	$670.91	$0.01273	$689.88
Office Systems of Vermont	Black Photocopier	4,366,855	$0.00290	$12,663.88	$0.00298	$13,013.23
Office Systems of Vermont	Color Laser MFP	1,435	$0.00813	$11.67	$0.00836	$12.00
Office Systems of Vermont	Color Laser MFP	2,576	$0.01238	$31.89	$0.01273	$32.79
Office Systems of Vermont	Color Network Printer	14,999	$0.00813	$121.94	$0.00836	$125.39
Office Systems of Vermont	Color Network Printer	5,303	$0.01238	$65.65	$0.01273	$67.51
Office Systems of Vermont	Color Photocopier	308,934	$0.00290	$895.91	$0.00298	$920.62
Office Systems of Vermont	High Production Black Photocopier	133,819	$0.00290	$388.08	$0.00298	$398.78
Total		**5,507,214**	**$0.00365**	**$20,097.27**	**$0.00375**	**$20,655.94**

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. <mark>Current year's increase is 2.8%.</mark>

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Office Systems of Vermont	Color Laser MFP	6,336	$0.10000	$633.60	$0.10280	$651.34
Office Systems of Vermont	Color Network Printer	50,374	$0.10000	$5,037.40	$0.10280	$5,178.45
Office Systems of Vermont	Color Photocopier	460,644	$0.03330	$15,339.45	$0.03423	$15,767.84
Total		**517,354**	**$0.04061**	**$21,010.45**	**$0.04175**	**$21,597.63**

Reprographic Equipment Assessment

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

Total Number of Units	**103**
Total Number of Units on Lease	**86**
Total Number of Units Owned	**17**
Lease Company	**Norway Savings Bank**
Lease Start Date	**10/1/2016**
Lease End Date	**8/1/2021**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$63,060.84**
Remaining Payments	**3**

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

Leased Equipment

Building	Make/Model	Serial Number
Chamberlin School	Kyocera FS-2100DN	LQA6940677
Chamberlin School	Toshiba e-Studio 7508A	CIJF13170
Chamberlin School	Toshiba e-Studio 6508A	CIJF13281
Chamberlin School	Toshiba e-Studio 8508A	CIJF13411
Chamberlin School	Kyocera P2135DN	LVK6X53724
Chamberlin School	Kyocera P2135DN	LVK6X53735
Chamberlin School	Kyocera P2135DN	LVK6X53734
Chamberlin School	Kyocera P2135DN	LVK6X53736
Chamberlin School	Toshiba e-Studio 4505AC	CFJF64269
Chamberlin School	Kyocera P2135DN	LVK6X53729
Chamberlin School	Kyocera P6130cdn	V5Q5901825
Frederick H.Tuttle Middle	Kyocera P2135DN	LVK6X53733
Frederick H.Tuttle Middle	Kyocera P2135DN	LVK6X53723
Frederick H.Tuttle Middle	Toshiba e-Studio 8508A	CIJF13292
Frederick H.Tuttle Middle	Kyocera FS-2100DN	LQA6940684
Frederick H.Tuttle Middle	Kyocera FS-C8650DN	NXW6901121
Frederick H.Tuttle Middle	Toshiba e-Studio 4505AC	CFJF64257
Frederick H.Tuttle Middle	Kyocera P2135DN	LVK6X55193
Frederick H.Tuttle Middle	Toshiba e-Studio 8508A	CIHF11752
Frederick H.Tuttle Middle	Kyocera FS-2100DN	LQA6940683
Frederick H.Tuttle Middle	Kyocera FS-2100DN	LQA6940676
Frederick H.Tuttle Middle	Kyocera M2535DN	LVZ6633792
Frederick H.Tuttle Middle	Kyocera P2135DN	LVK6X55187
Frederick H.Tuttle Middle	Toshiba e-Studio 8508A	CIJF13414
Frederick H.Tuttle Middle	Kyocera P2135DN	LVK6X53728
Maintenance Building	Kyocera M2535DN	LVZ6633784

Building	Make/Model	Serial Number
Maintenance Building	Kyocera 306CI	V9W6601966
Orchard School	Toshiba e-Studio 8508A	CIIF11814
Orchard School	Toshiba e-Studio 8508A	CIJF13291
Orchard School	Toshiba e-Studio 4505AC	CFJF64286
Orchard School	Kyocera P6130cdn	V5Q6503178
Orchard School	Kyocera P6130cdn	V5Q6403028
Orchard School	Kyocera P2135DN	LVK6X55194
Rick Marcotte Central School	Toshiba e-Studio 8508A	CIJF13294
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940555
Rick Marcotte Central School	Kyocera M2535DN	LVZ6633776
Rick Marcotte Central School	Toshiba e-Studio 8508A	CIIF11806
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940669
Rick Marcotte Central School	Kyocera P2135DN	LVK6X55185
Rick Marcotte Central School	Kyocera P2135DN	LVK6X55180
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940668
Rick Marcotte Central School	Kyocera P2135DN	LVK6X55170
Rick Marcotte Central School	Kyocera P2135DN	LVK6951963
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940685
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940675
Rick Marcotte Central School	Toshiba e-Studio 4505AC	CFHF47819
Rick Marcotte Central School	Toshiba e-Studio 8508A	CIJF13293
S Burlington High	Kyocera FS-2100DN	LQA6940667
S Burlington High	Kyocera P2135DN	LVK6X53730
S Burlington High	Kyocera P2135DN	LVK6X53720
S Burlington High	Kyocera FS-2100DN	LQA6940673
S Burlington High	Kyocera FS-2100DN	LQA6940671
S Burlington High	Toshiba e-Studio 5506AC	CHHF10945
S Burlington High	Kyocera FS-2100DN	LQA6940682

Building	Make/Model	Serial Number
S Burlington High	Kyocera 306CI	V9W6601972
S Burlington High	Kyocera P2135DN	LVK6X53737
S Burlington High	Toshiba e-Studio 8508A	CIJF13315
S Burlington High	Kyocera FS-2100DN	LQA6940670
S Burlington High	Kyocera P2135DN	LVK6X53727
S Burlington High	Kyocera FS-2100DN	LQA6940679
S Burlington High	Kyocera FS-2100DN	LQA6940686
S Burlington High	Kyocera P2135DN	LVK6X53722
S Burlington High	Kyocera P2135DN	LVK6X53721
S Burlington High	Kyocera FS-2100DN	LQA6940674
S Burlington High	Kyocera M2535DN	LVZ6633777
S Burlington High	Kyocera FS-2100DN	LQA6940680
S Burlington High	Kyocera P2135DN	LVK6X53732
S Burlington High	Kyocera P2135DN	LVK6X53731
S Burlington High	Toshiba e-Studio 8508A	CIJF13413
S Burlington High	Kyocera P2135DN	LVK6X53718
S Burlington High	Kyocera P2135DN	LVK6X53726
S Burlington High	Toshiba e-Studio 8508A	CIJF13412
S Burlington High	Kyocera P6130cdn	V5Q5901836
S Burlington High	Toshiba e-Studio 5506AC	CHHF11233
S Burlington High	Toshiba e-Studio 1057	CBAF40178
S Burlington High	Kyocera P2135DN	LVK6X53719
SD 16 Bus Garage	Kyocera FS-2100DN	LQA6940678
SD 16 District	Toshiba e-Studio 8508A	CIHF11736
SD 16 District	Toshiba e-Studio 4505AC	CFHF47995
SD 16 District	Kyocera M2535DN	LVZ6633782
SD 16 District	Kyocera P2135DN	LVK6X53725
SD 16 District	HP Laser Jet 600 M604	CNDCJCG124

Building	Make/Model	Serial Number
SD 16 District	Toshiba e-Studio 3008A	CGDF14374
SD 16 District	Toshiba e-Studio 4508A	CGIF39710
SD 16 District	Toshiba e-Studio 8508A	CIJF13290
SD 16 District	Kyocera FS-2100DN	LQA6940681

Owned Equipment

Building	Make/Model	Serial Number
Chamberlin School	HP Laser Jet Pro MFP M127fn	CNB9FDFDR6
Frederick H.Tuttle Middle	Kyocera P2040dw	VD26Z03728
Frederick H.Tuttle Middle	HP Laser Jet 400 M401n	VNG4617274
Frederick H.Tuttle Middle	HP Color Laser Jet M451nw	CNDG200803
Frederick H.Tuttle Middle	Kyocera P2040dw	VD27409231
Frederick H.Tuttle Middle	Kyocera P2135DN	LVK6X55221
Frederick H.Tuttle Middle	Kyocera P2040dw	VD27306828
Orchard School	Kyocera FS-2100DN	LQA6739778
S Burlington High	Kyocera 306CI	V7E7Y04248
S Burlington High	Kyocera M2635dw	VCA6X00717
S Burlington High	Kyocera P2040dw	VD27305552
S Burlington High	HP Color Laser Jet M451nw	CNB0203990
S Burlington High	Kyocera P2040dw	VD27306821
S Burlington High	HP Laser Jet 400 M401n	PHGDB06656
S Burlington High	Kyocera P2040dw	VD26Z03744
SD 16 Bus Garage	HP Laser Jet Pro MFP M127fn	CNB9G242VQ
SD 16 District	HP Color Laser Jet M451dn	CNDF353985

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**	AGREED AND ACCEPTED BY: **Client**
By: Skip Tilton	By: _____
Title: President/Owner	Title: _____
Date: _____	Date: _____
Signature: _____	Signature: _____

Named Contracted Vendor: *Vendor*

12/23/13

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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:

12/23/13

StarDoc User Names

Name	User Name
Andy Pearson	apearson@sbschools.net
Christa Chambers	cchambers@sbschools.net
John Aubin	jaubin@sbschools.net
Mike Vining	mvining@sbschools.net
Steven Walker	swalker@sbschools.net

*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 <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 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 <mark>our VENDORS</mark>

- 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.

<div align="center">

SPC manages over 4,100 pieces of equipment;
Our relationship with our vendors has never been *stronger*!

</div>