



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

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



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

September 2019

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

Skip Tilton
President

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

Dear Amadee:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is **now 11 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: **105**

Total Black Photocopiers:	27
Total Color Photocopiers:	10
Total Black Network Printers:	59
Total Color Network Printers:	9
Total Removed From Service:	1

of Units OFF Warranty: **1**

of Units Approaching End of Warranty: **24**

of Units Overused: **0**

of Units Underused: **0**

Commencement Date: 10/01/2016

of Annual Payments Left on Lease: **2**

All Warranties and Service Contracts Expire: 06/30/2022

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 Amadee,

Your Color printing experienced a rapid increase last year by matches the industry which is experiencing a rapid increase by 30% while the industry average is 19%. Note also that your color was already significantly higher than the industry average of 216 copies per student. You are currently at **266 copies per student!** The good news is that SPC has developed '**Right Size Print Management**' Software that can control of this cost with your next upgrade which could happen as soon as 2020. **See pages 18-21.**

Sincerely,
Skip

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
CANON TX-3000	BAHY01324	172.18.30.5	2019-09-12 09:31:07
HP LASERJET 400 color M451nw	CNDG300515	172.18.30.18	2018-02-01 09:34:48



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 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
- 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, Projectors, 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


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. 'Right Size Print Management' will help to eliminate overused color copiers.

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.

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.

Warranty Replaced Machines

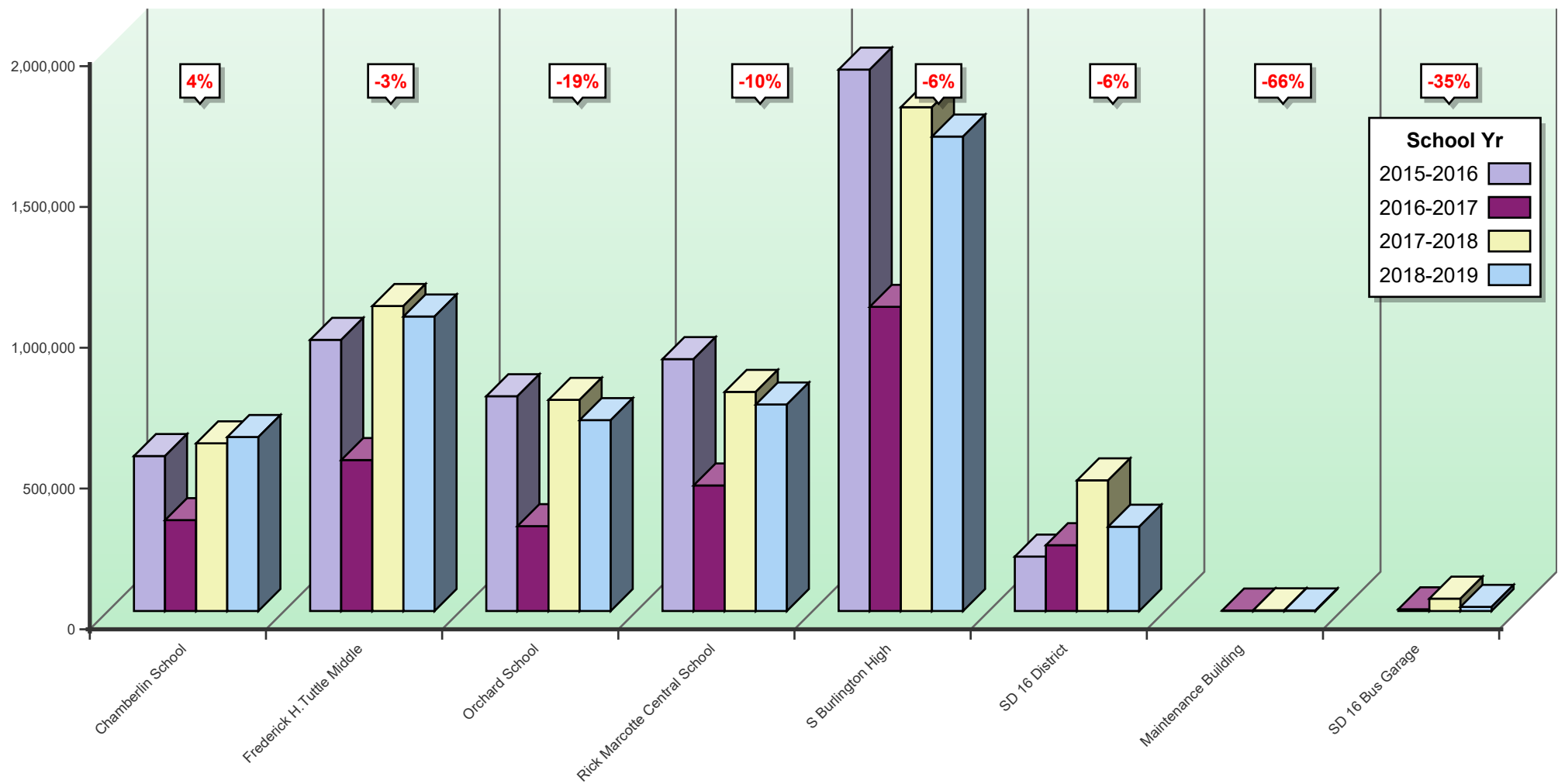
SD 16 South Burlington SD

The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
S Burlington High	District Network Services	HP Color Laser Jet M451dn	CNDF353985	04543	2019-06-30

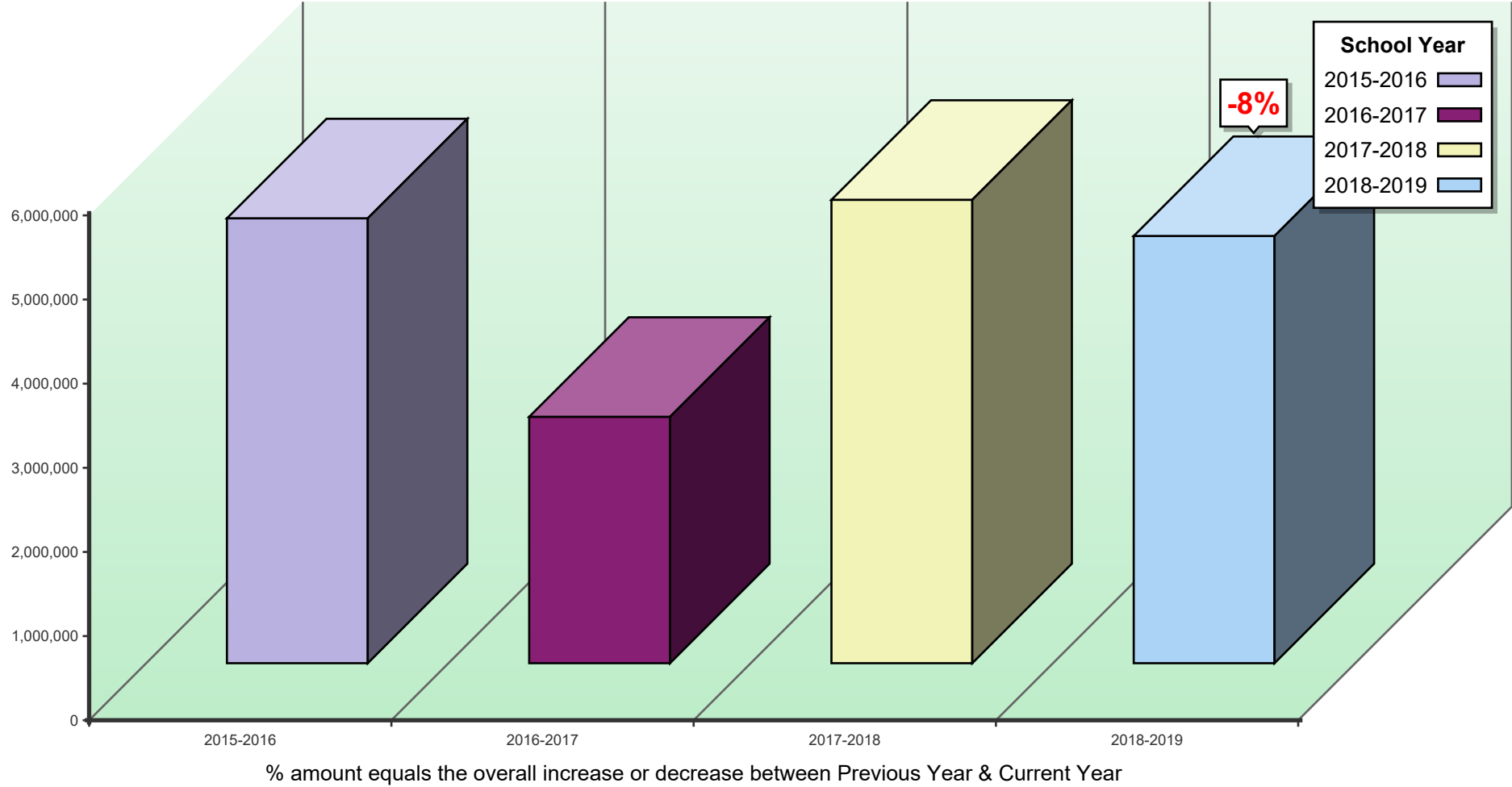
Annual Black Volume by Location

SD 16 South Burlington SD



Annual Black Volume Overall

SD 16 South Burlington SD



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
Chamberlin School	282	618,042	\$13,113.25	2,192	\$46.50
Frederick H. Tuttle Middle	571	1,046,012	\$22,524.06	1,832	\$39.45
Maintenance Building	0	2,083	\$54.89	0	\$0.00
Orchard School	423	677,901	\$14,256.51	1,603	\$33.70
Rick Marcotte Central School	334	733,563	\$15,820.50	2,196	\$47.37
S Burlington High	906	1,685,126	\$37,136.78	1,860	\$40.99
SD 16 Bus Garage	0	14,777	\$424.60	0	\$0.00
SD 16 District	0	299,412	\$6,436.54	0	\$0.00
Totals	2,516	5,076,916	\$109,767.13	2,018	\$43.63

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

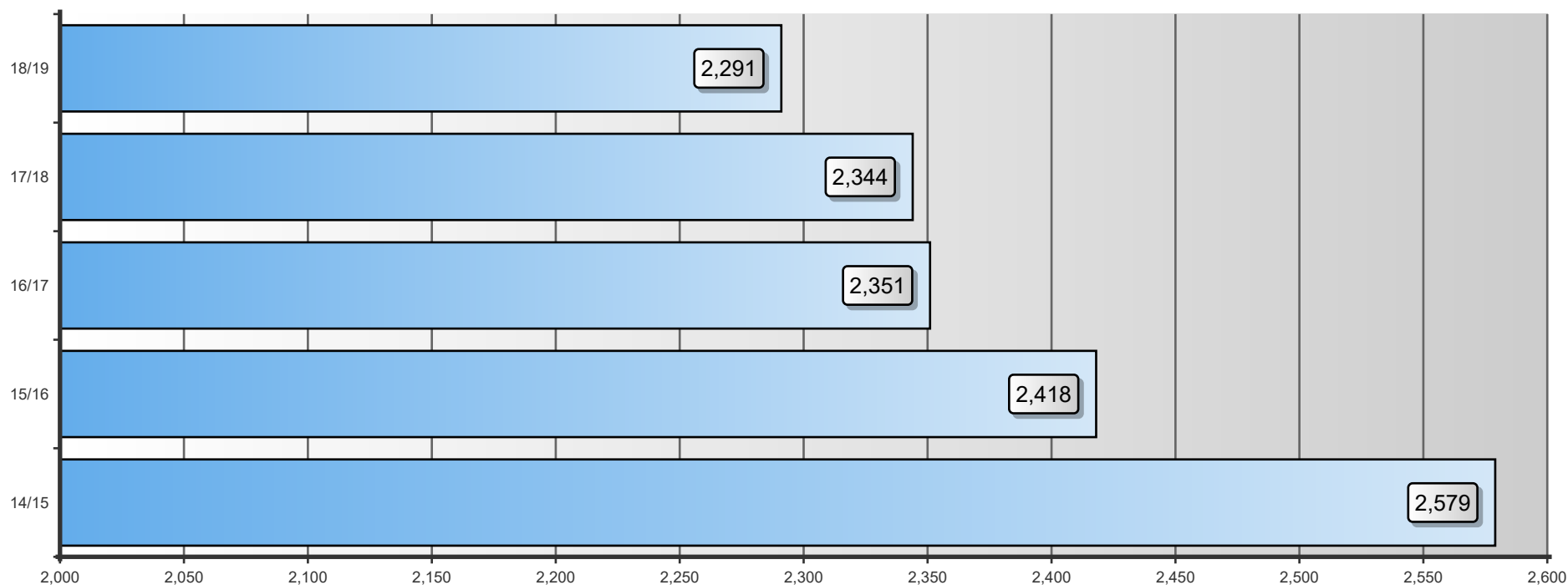
Industry Average Copies per Student - Black Only

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

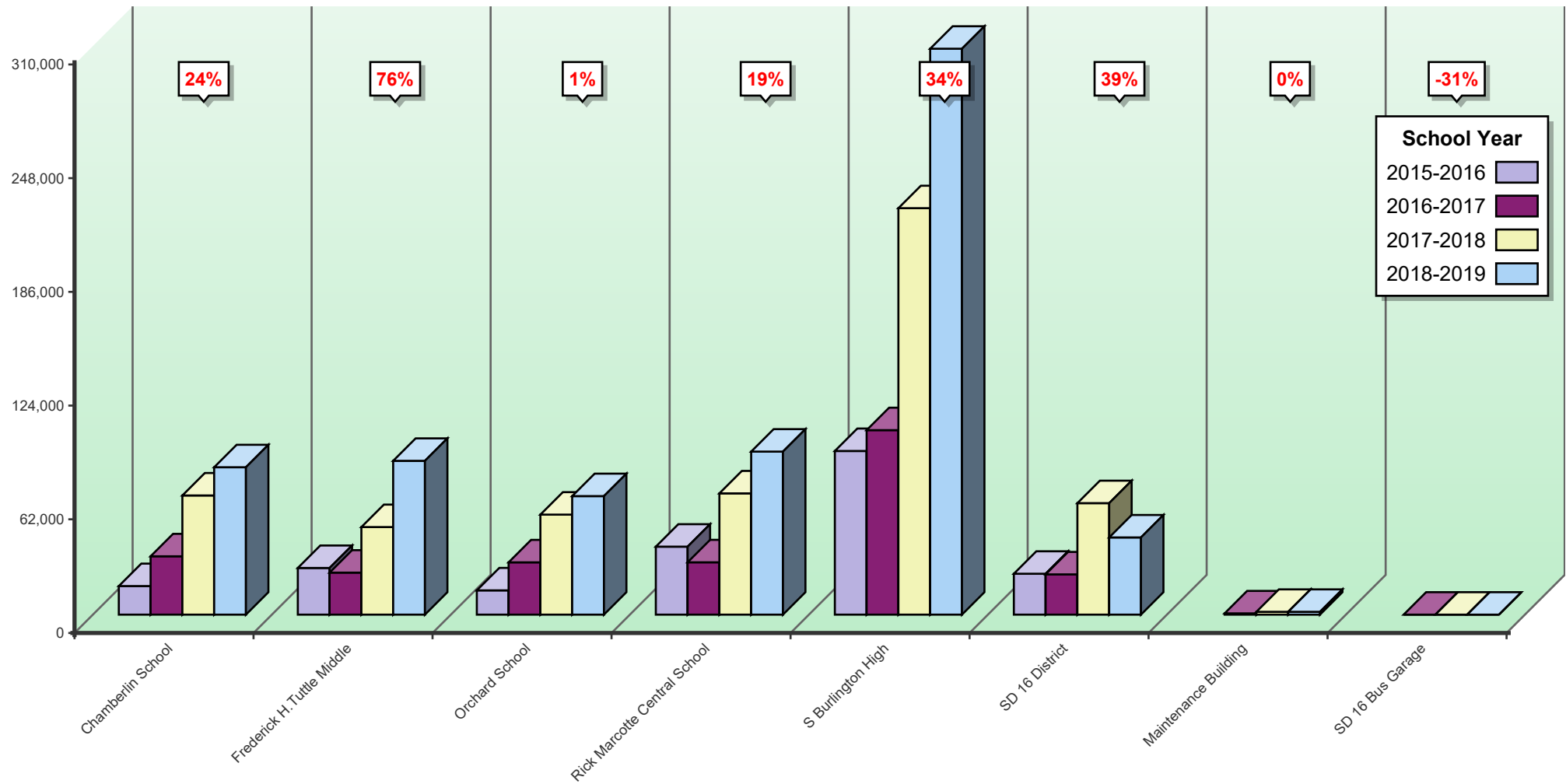
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

Average Copies Per Student - Black



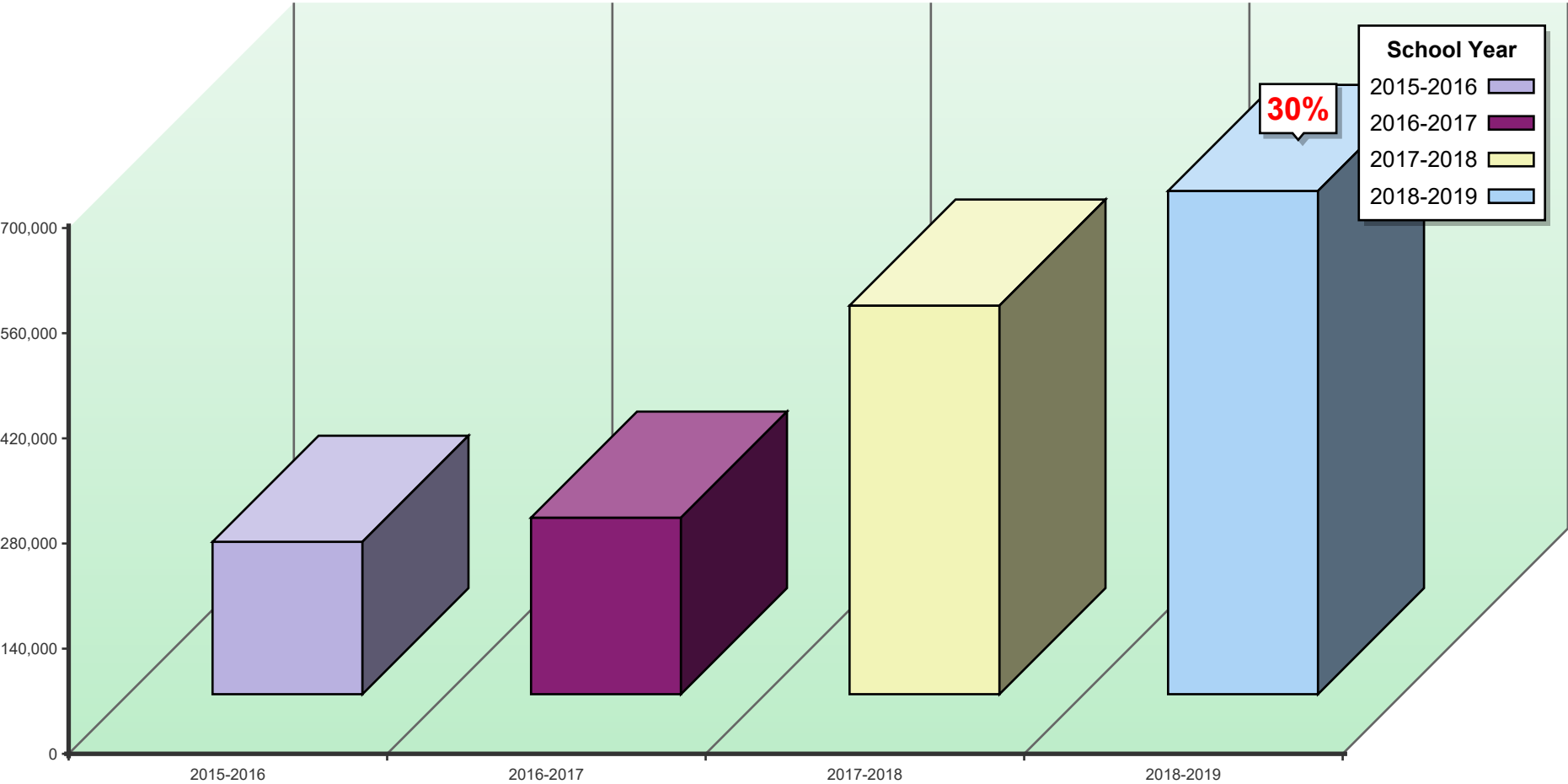
Annual Color Volume by Location

SD 16 South Burlington SD



Annual Color Volume Overall

SD 16 South Burlington SD



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

Average Student-to-Copy Usage - Color

SD 16 South Burlington SD

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	282	80,375	\$3,390.67	285	\$12.02
Frederick H. Tuttle Middle	571	83,864	\$4,270.59	147	\$7.48
Maintenance Building	0	1,543	\$161.80	0	\$0.00
Orchard School	423	64,637	\$4,094.27	153	\$9.68
Rick Marcotte Central School	334	88,902	\$3,103.57	266	\$9.29
S Burlington High	906	308,574	\$11,726.58	341	\$12.94
SD 16 Bus Garage	0	0	\$0.00	0	\$0.00
SD 16 District	0	42,095	\$1,869.37	0	\$0.00
Totals	2516	669,990	\$28,616.85	266	\$11.37

*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 10 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 266 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

District Wide Black Totals **5,076,916** **\$18,909.43**

District Wide Color Totals **669,990** **\$28,058.13**

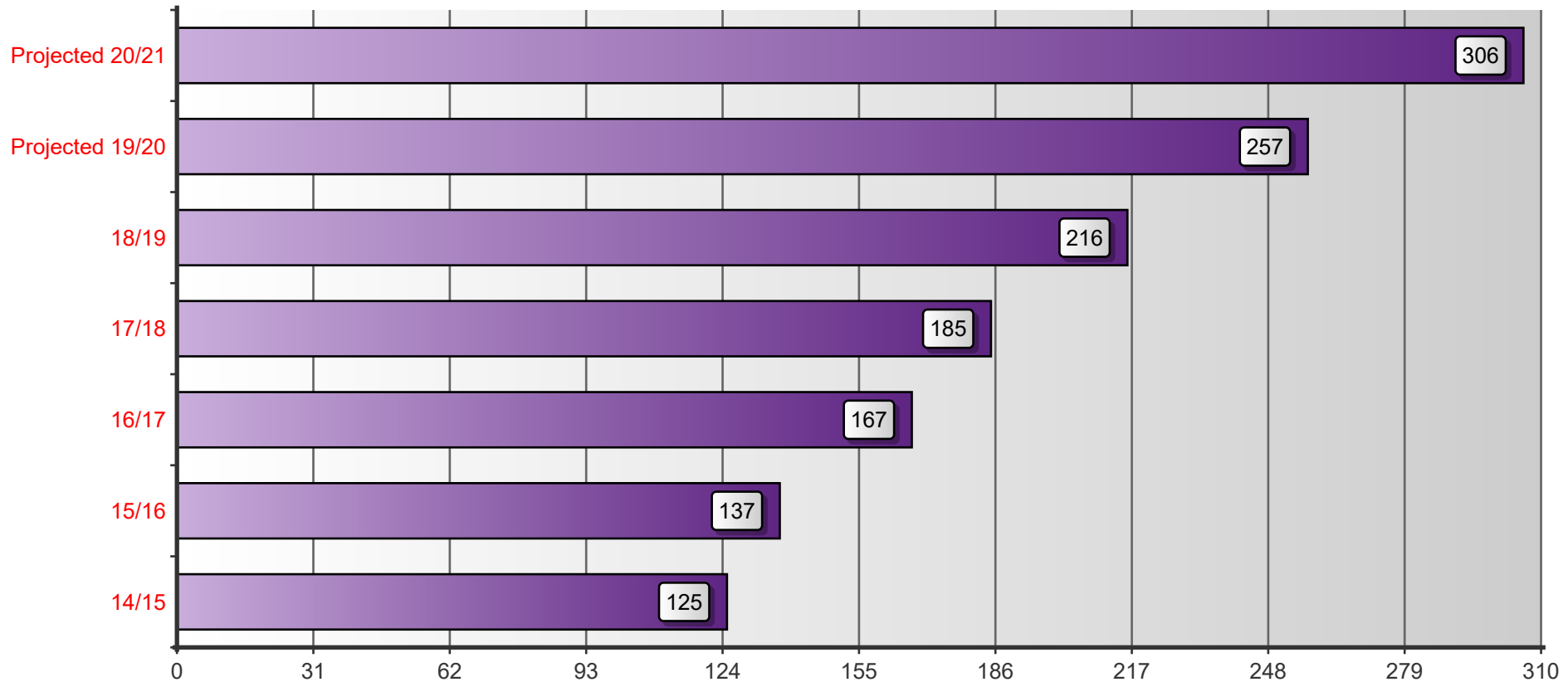
Industry Average Copies per Student - Color Only

SD 16 South Burlington SD

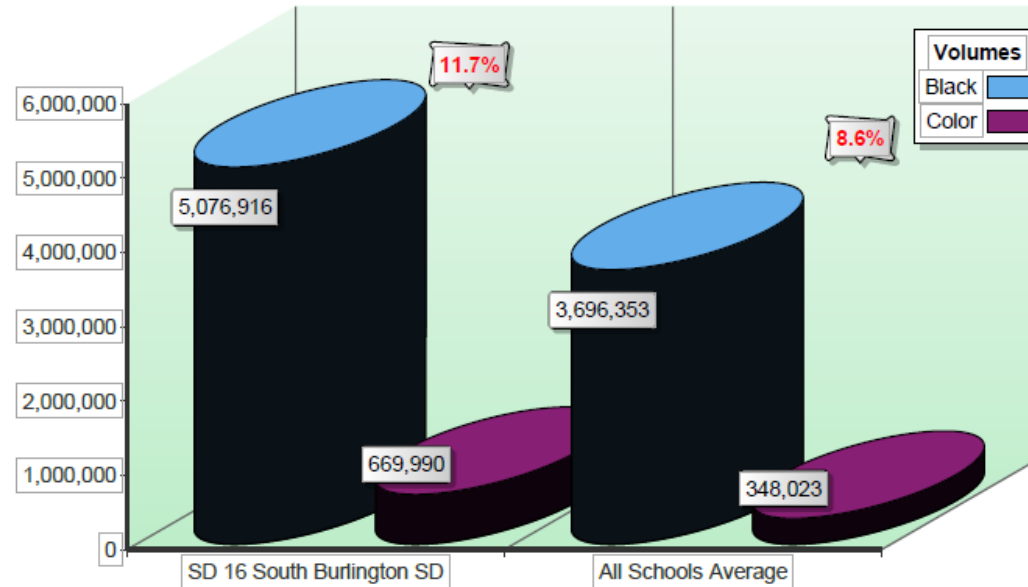
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/Student Populations	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



SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, last year alone, color printing increased by 19%!

Taking Control

What that means: If you are a school district of **1,000 students**, the average color volume is **216,000 copies**, which could be costing you from **\$7,500 > (CPC is at \$0.035) to \$10,000 per year. If current trends stay the same, then year five cost would be between \$17,897-\$23,863**. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget.

SOLUTION: SPC has developed Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire district to change all printing habits, SPC focuses only on the problematic locations. Best of all, by means of our tremendous buying power, that software comes to you at no charge! In fact, studies have shown that SPC saves a school district of 1,000 students an average of \$74,000 over five years, with our compensation included (a \$74.00 per student average cost savings).

So why overwhelm the entire district with very expensive, intrusive software to control this color printing explosion? Direct your blows with SPC's unique Right-Sized Print Management Software. Call Skip Tilton or Alex Webster to set up an in-person demonstration today.

Other beneficial features include Follow-Me Printing.

Usage Profile for Service & Supplies

SD 16 South Burlington SD

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: 10/01/2016

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

Chamberlin School

Library

Kyocera FS-2100DN / 42 PPM
LQA6940677 / 04474
1,000,000 / 10/2012
Black Network Printer
OSV

19,167

25,679

6,512

\$0.00836

7 years from Intro.

\$54.44

0

0

0

\$0.00000

\$0.00

Library Circulation Desk

Kyocera P6130cdn / 32 PPM
V5Q5901825 / 04518
750,000 / 06/2015
Color Network Printer
OSV

3,297

5,451

2,154

\$0.00836

None at this time.

\$18.01

10,155

18,515

8,360

\$0.10280

\$859.41

Main Office

Toshiba e-Studio 4505AC / 45 PPM
CFJF64269 / 04448
1,000,000 / 07/2016
Color Photocopier
OSV

71,542

117,084

45,542

\$0.00298

None at this time.

\$135.72

86,715

158,730

72,015

\$0.03423

\$2,465.07

SD 16 South Burlington

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Main Office					
Kyocera P2135DN / 37 PPM LVK6X53729 / 04497 750,000 / 03/2014 Black Network Printer OSV	3,863 0	7,995 0	4,132 0	\$0.00836 \$34.54 \$0.00000 \$0.00	None at this time.
Nurse's Office					
HP Laser Jet Pro MFP M127fn / 21 PPM CNB9FDFDR6 / 500,000 / 10/2013 Black Laser MFP OSV	4,183 0	4,560 0	377 0	\$0.01273 \$4.80 \$0.00000 \$0.00	None at this time.
Room 1 - Office					
Kyocera P2135DN / 37 PPM LVK6X53736 / 04493 750,000 / 03/2014 Black Network Printer OSV	3,664 0	7,037 0	3,373 0	\$0.00836 \$28.20 \$0.00000 \$0.00	None at this time.

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 13					
Kyocera P2135DN / 37 PPM	22,928	35,548	12,620	\$0.00836	None at this time.
LVK6X53735 / 04498				\$105.50	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
Room 17					
Toshiba e-Studio 6508A / 65 PPM	230,557	365,051	134,494	\$0.00298	None at this time.
CIJF13281 / 04451				\$400.79	
3,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier OSV				\$0.00	
Room 18/19					
Kyocera P2135DN / 37 PPM	9,058	14,320	5,262	\$0.00836	None at this time.
LVK6X53734 / 04439				\$43.99	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 21					
Kyocera P2135DN / 37 PPM	9,201	14,579	5,378	\$0.00836	None at this time.
LVK6X53724 / 04442				\$44.96	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Staff Room					
Toshiba e-Studio 7508A / 75 PPM	278,935	511,179	232,244	\$0.00298	None at this time.
CIJF13170 / 04506				\$692.09	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Staff Room					
Toshiba e-Studio 8508A / 85 PPM	265,751	431,705	165,954	\$0.00298	None at this time.
CIJF13411 / 04412				\$494.54	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
<hr/>					
	Subtotal Black		618,042	\$2,057.58	
	Subtotal Color		80,375	\$3,324.48	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Frederick H.Tuttle Middle					
Custodial Office					
Kyocera M2535DN / 37 PPM	6,247	9,720	3,473	\$0.00836	None at this time.
LVZ6633792 / 04516				\$29.03	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					
Guidance					
HP Laser Jet 400 M401n / 35 PPM	50,182	57,130	6,948	\$0.01273	None at this time.
VNG4617274 / 04548				\$88.45	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Library					
Kyocera FS-2100DN / 42 PPM	73,835	121,593	47,758	\$0.00836	7 years from Intro.
LQA6940676 / 04473				\$399.26	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Toshiba e-Studio 8508A / 85 PPM	327,414	554,297	226,883	\$0.00298	None at this time.
CIJF13414 / 04469				\$676.11	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Main Office					
Toshiba e-Studio 4505AC / 45 PPM	30,859	60,280	29,421	\$0.00298	None at this time.
CFJF64257 / 04449				\$87.67	
1,000,000 / 07/2016	52,073	116,739	64,666	\$0.03423	
Color Photocopier				\$2,213.52	
OSV					
Room 100					
Kyocera P2135DN / 37 PPM	5,737	8,366	2,629	\$0.00836	None at this time.
LVK6X55187 / 05003				\$21.98	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 168					
Kyocera P2135DN / 37 PPM	1,831	2,708	877	\$0.00836	None at this time.
LVK6X53733 / 04495				\$7.33	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 209					
Kyocera P2135DN / 37 PPM	7,693	11,347	3,654	\$0.00836	None at this time.
LVK6X53728 / 04496				\$30.55	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 221					
Kyocera P2040dw / 40 PPM	8,615	19,064	10,449	\$0.00836	None at this time.
VD26Z03728 / 05336				\$87.35	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 223					
Kyocera FS-2100DN / 42 PPM	30,055	45,066	15,011	\$0.00836	7 years from Intro.
LQA6940684 / 04509				\$125.49	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 224 Lab					
Kyocera P2135DN / 37 PPM	3,902	7,234	3,332	\$0.00836	None at this time.
LVK6X55193 / 05002				\$27.86	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 233					
Kyocera P2040dw / 40 PPM	3,069	12,004	8,935	\$0.01028	None at this time.
VD27306828 / 04945				\$91.85	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

SD 16 South Burlington

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 238					
HP Color Laser Jet M451nw / 21 PPM	8,105	8,983	878	\$0.01273	7 years from Intro.
CNDG200803 / 03288				\$11.18	
500,000 / 02/2012	5,953	6,792	839	\$0.10280	
Color Network Printer				\$86.25	
OSV					
Room 244					
Kyocera P2135DN / 37 PPM	1,538	5,024	3,486	\$0.00836	None at this time.
LVK6X55221 / 02475				\$29.14	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 260					
Kyocera FS-2100DN / 42 PPM	10,878	14,219	3,341	\$0.00836	7 years from Intro.
LQA6940683 / 04508				\$27.93	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 267					
Kyocera P2135DN / 37 PPM	2,999	6,328	3,329	\$0.00836	None at this time.
LVK6X53723 / 04494				\$27.83	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 274					
Kyocera FS-C8650DN / 55 PPM	4,703	9,141	4,438	\$0.00836	None at this time.
NXW6901121 / 04515				\$37.10	
750,000 / 07/2016	17,018	35,377	18,359	\$0.10280	
Color Network Printer				\$1,887.31	
OSV					
Room E265					
Toshiba e-Studio 8508A / 85 PPM	718,762	1,173,501	454,739	\$0.00298	None at this time.
CIJF13292 / 04467				\$1,355.12	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room W139					
Toshiba e-Studio 8508A / 85 PPM	359,613	576,044	216,431	\$0.00298	None at this time.
CIHF11752 / 04453				\$644.96	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
<hr/>					
	Subtotal Black		1,046,012	\$3,806.21	
	Subtotal Color		83,864	\$4,187.07	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Maintenance Building					
Maint Office					
Kyocera M2535DN / 37 PPM	3,349	4,786	1,437	\$0.00836	None at this time.
LVZ6633784 / 04519				\$12.01	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					
Maint. Office					
Kyocera 306CI / 30 PPM	992	1,638	646	\$0.00836	None at this time.
V9W6601966 / 04499				\$5.40	
750,000 / 07/2016	2,228	3,771	1,543	\$0.10280	
Color Laser MFP				\$158.62	
OSV					
Subtotal Black			2,083	\$17.41	
Subtotal Color			1,543	\$158.62	

SD 16 South Burlington

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Orchard School					
2/3 Hall Closet					
Toshiba e-Studio 8508A / 85 PPM	435,677	650,974	215,297	\$0.00298	None at this time.
CIIF11814 / 04456				\$641.59	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Grades 4/5 Project Room					
Kyocera P6130cdn / 32 PPM	6,559	11,991	5,432	\$0.00836	None at this time.
V5Q6503178 / 04500				\$45.41	
750,000 / 06/2015	6,086	13,233	7,147	\$0.10280	
Color Network Printer				\$734.71	
OSV					
Library Tech Alley					
Kyocera P6130cdn / 32 PPM	7,203	12,970	5,767	\$0.00836	None at this time.
V5Q6403028 / 03893				\$48.21	
750,000 / 06/2015	19,807	38,933	19,126	\$0.10280	
Color Network Printer				\$1,966.15	
OSV					

SD 16 South Burlington					
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
Main Office					
Toshiba e-Studio 8508A / 85 PPM	555,261	967,463	412,202	\$0.00298	None at this time.
CIJF13291 / 04468				\$1,228.36	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Main Office					
Toshiba e-Studio 4505AC / 45 PPM	36,105	65,605	29,500	\$0.00298	None at this time.
CFJF64286 / 04450				\$87.91	
1,000,000 / 07/2016	57,210	95,574	38,364	\$0.03423	
Color Photocopier				\$1,313.20	
OSV					
Room 16 - Guidance					
Kyocera FS-2100DN / 42 PPM	3,772	6,562	2,790	\$0.00836	7 years from Intro.
LQA6739778 / 04356				\$23.32	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
Room 27 SPED					
Kyocera P2135DN / 37 PPM	6,786	13,699	6,913	\$0.00836	None at this time.
LVK6X55194 / 05001				\$57.79	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
<hr/>					
		Subtotal Black	677,901	\$2,132.60	
		Subtotal Color	64,637	\$4,014.06	

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

Rick Marcotte Central School

4th Grade Wing

Kyocera FS-2100DN / 42 PPM	553	553	0	\$0.00836	7 years from Intro.
LQA6940685 / 04510				\$0.00	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Grade 5 Project Room

Kyocera P2135DN / 37 PPM	22,102	37,775	15,673	\$0.00836	None at this time.
LVK6X55180 / 04441				\$131.03	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Library

Kyocera P2135DN / 37 PPM	2,533	4,689	2,156	\$0.00836	None at this time.
LVK6X55185 / 04502				\$18.02	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Library					
Kyocera FS-2100DN / 42 PPM	17,297	24,600	7,303	\$0.00836	7 years from Intro.
LQA6940668 / 04511				\$61.05	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Main Office					
Kyocera FS-2100DN / 42 PPM	28,603	49,209	20,606	\$0.00836	7 years from Intro.
LQA6940555 / 04512				\$172.27	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Main Office					
Kyocera M2535DN / 37 PPM	13,874	23,358	9,484	\$0.00836	None at this time.
LVZ6633776 / 04517				\$79.29	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Main Office Hallway					
Toshiba e-Studio 4505AC / 45 PPM	25,810	51,384	25,574	\$0.00298	None at this time.
CFHF47819 / 04428				\$76.21	
1,000,000 / 07/2016	94,730	183,632	88,902	\$0.03423	
Color Photocopier				\$3,043.12	
OSV					
Primary Wing Storage Closet					
Kyocera P2135DN / 37 PPM	9,804	19,220	9,416	\$0.00836	None at this time.
LVK6951963 / 04503				\$78.72	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Primary Wing Storage Closet					
Toshiba e-Studio 8508A / 85 PPM	420,904	619,620	198,716	\$0.00298	None at this time.
CIJF13293 / 04443				\$592.17	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$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 1 - Staff**

Toshiba e-Studio 8508A / 85 PPM
 CIJF13294 / 04459
 5,000,000 / 07/2016
 Black Photocopier
 OSV

358,825

586,338

227,513

\$0.00298

None at this time.

\$677.99

0

0

0

\$0.00000

\$0.00

Room 116

Kyocera P2135DN / 37 PPM
 LVK6X55170 / 04501
 750,000 / 03/2014
 Black Network Printer
 OSV

4,225

7,213

2,988

\$0.00836

None at this time.

\$24.98

0

0

0

\$0.00000

\$0.00

Room C120

Kyocera FS-2100DN / 42 PPM
 LQA6940669 / 04513
 1,000,000 / 10/2012
 Black Network Printer
 OSV

9,832

14,104

4,272

\$0.00836

7 years from Intro.

\$35.71

0

0

0

\$0.00000

\$0.00

SD 16 South Burlington					
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 C2					
Toshiba e-Studio 8508A / 85 PPM	281,257	468,741	187,484	\$0.00298	None at this time.
CIIF11806 / 04463				\$558.70	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Special Education Office					
Kyocera FS-2100DN / 42 PPM	28,755	51,133	22,378	\$0.00836	7 years from Intro.
LQA6940675 / 04514				\$187.08	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Subtotal Black			733,563	\$2,693.22	
Subtotal Color			88,902	\$3,043.12	

SD 16 South Burlington

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
S Burlington High					
Attendance Office					
Kyocera FS-2100DN / 42 PPM	28,339	43,416	15,077	\$0.00836	7 years from Intro.
LQA6940674 / 04390				\$126.04	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
CDC Library					
Kyocera FS-2100DN / 42 PPM	5,865	6,872	1,007	\$0.00836	7 years from Intro.
LQA6940671 / 04392				\$8.42	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
Custodial Office					
Kyocera P2040dw / 40 PPM	735	3,452	2,717	\$0.00836	None at this time.
VD26Z03744 / 05337				\$22.71	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Guidance Office					
Kyocera FS-2100DN / 42 PPM	13,869	21,673	7,804	\$0.00836	7 years from Intro.
LQA6940682 / 04391				\$65.24	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Guidance Office					
Toshiba e-Studio 5506AC / 55 PPM	62,342	111,124	48,782	\$0.00298	None at this time.
CHHF10945 / 04413				\$145.37	
3,000,000 / 07/2016	18,895	38,506	19,611	\$0.03423	
Color Photocopier				\$671.28	
OSV					
Health Office					
HP Laser Jet 400 M401n / 35 PPM	15,896	18,899	3,003	\$0.01273	None at this time.
PHGDB06656 / 04538				\$38.23	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Kitchen					
Kyocera P2040dw / 40 PPM	486	1,303	817	\$0.00836	None at this time.
VD27409231 / 05327				\$6.83	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Library Entrance					
Toshiba e-Studio 8508A / 85 PPM	666,189	879,008	212,819	\$0.00298	None at this time.
CIJF13413 / 04470				\$634.20	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier OSV				\$0.00	
Main Library					
Kyocera FS-2100DN / 42 PPM	103,826	176,132	72,306	\$0.00836	7 years from Intro.
LQA6940679 / 04393				\$604.48	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Toshiba e-Studio 8508A / 85 PPM	527,573	853,326	325,753	\$0.00298	None at this time.
CIJF13315 / 04465				\$970.74	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Main Office					
Kyocera 306CI / 30 PPM	2,576	9,155	6,579	\$0.01273	None at this time.
V7E7Y04248 / 04745				\$83.75	
750,000 / 07/2016	2,950	11,366	8,416	\$0.10280	
Color Laser MFP				\$865.16	
OSV					
Math Office					
Kyocera P2135DN / 37 PPM	12,105	20,612	8,507	\$0.00836	None at this time.
LVK6X53718 / 04485				\$71.12	
750,000 / 03/2014	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****Math/Science Copy Room**

Kyocera FS-2100DN / 42 PPM

99,868

123,693

23,825

\$0.00836

7 years from Intro.

LQA6940670 / 04394

\$199.18

1,000,000 / 10/2012

0

0

0

\$0.00000

Black Network Printer

\$0.00

OSV

Music Office

Kyocera P2135DN / 37 PPM

3,564

6,808

3,244

\$0.00836

None at this time.

LVK6X53727 / 04476

\$27.12

750,000 / 03/2014

0

0

0

\$0.00000

Black Network Printer

\$0.00

OSV

Room 101

Kyocera P2135DN / 37 PPM

4,428

6,944

2,516

\$0.00836

None at this time.

LVK6X53721 / 04477

\$21.03

750,000 / 03/2014

0

0

0

\$0.00000

Black Network Printer

\$0.00

OSV

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 104					
Kyocera P2040dw / 40 PPM	5,921	20,873	14,952	\$0.01028	None at this time.
VD27306821 / 04946				\$153.71	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 110					
Kyocera FS-2100DN / 42 PPM	20,714	30,489	9,775	\$0.00836	7 years from Intro.
LQA6940673 / 04472				\$81.72	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 111					
Kyocera P2135DN / 37 PPM	13,831	20,315	6,484	\$0.00836	None at this time.
LVK6X53720 / 04478				\$54.21	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

SD 16 South Burlington					
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 112 - AV Lab					
Toshiba e-Studio 5506AC / 55 PPM	163,448	280,180	116,732	\$0.00298	None at this time.
CHHF11233 / 04452				\$347.86	
3,000,000 / 07/2016	283,625	558,946	275,321	\$0.03423	
Color Photocopier				\$9,424.24	
OSV					
Room 112 - AV Lab					
Toshiba e-Studio 1057 / 105 PPM	200,876	320,464	119,588	\$0.00298	None at this time.
CBAF40178 / 04882				\$356.37	
5,000,000 / 01/2015	0	0	0	\$0.00000	
High Production Black Photocopier				\$0.00	
OSV					
Room 114					
Kyocera P2135DN / 37 PPM	13,554	23,421	9,867	\$0.00836	None at this time.
LVK6X53731 / 04479				\$82.49	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 120					
HP Laser Jet 600 M604 / 52 PPM	30,388	49,437	19,049	\$0.01273	None at this time.
CNDCJCG124 / 04754				\$242.49	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Room 124					
Kyocera P2135DN / 37 PPM	8,785	14,017	5,232	\$0.00836	None at this time.
LVK6X53730 / 04480				\$43.74	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 138					
Kyocera FS-2100DN / 42 PPM	2,584	3,756	1,172	\$0.00836	7 years from Intro.
LQA6940686 / 04490				\$9.80	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

SD 16 South Burlington

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
Room 138					
Kyocera P2135DN / 37 PPM	3,218	7,383	4,165	\$0.00836	None at this time.
LVK6X53722 / 04475				\$34.82	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 138B - Library Copy Room					
Toshiba e-Studio 8508A / 85 PPM	219,147	290,341	71,194	\$0.00298	None at this time.
CIJF13290 / 04464				\$212.16	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Room 139					
Kyocera P2135DN / 37 PPM	1,728	2,410	682	\$0.00836	None at this time.
LVK6X53726 / 04486				\$5.70	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

SD 16 South Burlington					
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 141					
Kyocera P6130cdn / 32 PPM	1,215	2,219	1,004	\$0.00836	None at this time.
V5Q5901836 / 04483				\$8.39	
750,000 / 06/2015	2,314	4,567	2,253	\$0.10280	
Color Network Printer				\$231.61	
OSV					
Room 205					
Kyocera P2040dw / 40 PPM	5,599	20,283	14,684	\$0.01028	None at this time.
VD27305552 / 04947				\$150.95	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 206					
Kyocera FS-2100DN / 42 PPM	52,479	92,645	40,166	\$0.00836	7 years from Intro.
LQA6940667 / 04395				\$335.79	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 210					
Kyocera P2135DN / 37 PPM	5,326	9,738	4,412	\$0.00836	None at this time.
LVK6X53737 / 04481				\$36.88	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 220					
Kyocera M2535DN / 37 PPM	7,026	10,049	3,023	\$0.00836	None at this time.
LVZ6633777 / 04487				\$25.27	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					
Room 228 - Activities Office					
Kyocera M2635dw / 35 PPM	2,142	11,663	9,521	\$0.01028	None at this time.
VCA6X00717 / 04948				\$97.88	
750,000 / 03/2017	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 232 Work Room					
Kyocera P2135DN / 37 PPM	4,352	6,395	2,043	\$0.00836	None at this time.
LVK6X53732 / 04482				\$17.08	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 240					
HP Color Laser Jet M451nw / 21 PPM	5,984	6,761	777	\$0.01273	7 years from Intro.
CNB0203990 / 04542				\$9.89	
500,000 / 02/2012	15,624	18,597	2,973	\$0.10280	
Color Network Printer				\$305.62	
OSV					
Room 241					
Kyocera P2135DN / 37 PPM	6,770	8,827	2,057	\$0.00836	None at this time.
LVK6X53719 / 04484				\$17.20	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
Science					
Toshiba e-Studio 8508A / 85 PPM	636,350	1,103,184	466,834	\$0.00298	None at this time.
CIJF13412 / 04466				\$1,391.17	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Science Department Office					
Kyocera FS-2100DN / 42 PPM	39,640	66,597	26,957	\$0.00836	7 years from Intro.
LQA6940680 / 04471				\$225.36	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Subtotal Black			1,685,126	\$6,965.39	
Subtotal Color			308,574	\$11,497.92	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
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SD 16 Bus Garage**Main Office**

Kyocera FS-2100DN / 42 PPM	10,230	17,095	6,865	\$0.00836	7 years from Intro.
LQA6940678 / 04489				\$57.39	
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	62,459	70,371	7,912	\$0.01273	None at this time.
CNB9G242VQ / 04544				\$100.72	
500,000 / 10/2013	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					

Subtotal Black **14,777** **\$158.11**

Subtotal Color **0** **\$0.00**

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SD 16 District					
Bat Cave - Kellee's Desk					
Kyocera P2135DN / 37 PPM	8,091	10,896	2,805	\$0.00836	None at this time.
LVK6X53725 / 04492				\$23.45	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Business Office					
Toshiba e-Studio 3008A / 30 PPM	42,004	70,749	28,745	\$0.00298	None at this time.
CGDF14374 / 04505				\$85.66	
750,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Business Office (HS)					
Toshiba e-Studio 4508A / 45 PPM	59,627	99,117	39,490	\$0.00298	None at this time.
CGIF39710 / 04504				\$117.68	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>06/28/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Business Office (HS)					
Kyocera P6130cdn / 32 PPM	0	935	935	\$0.00836	None at this time.
V5Q7X06022 /				\$7.82	
750,000 / 06/2015	0	3,992	3,992	\$0.10280	
Color Network Printer				\$410.38	
OSV					
Central Office					
Toshiba e-Studio 8508A / 85 PPM	222,211	386,493	164,282	\$0.00298	None at this time.
CIHF11736 / 04772				\$489.56	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Central Office					
Kyocera P2040dw / 40 PPM	0	4,511	4,511	\$0.00836	None at this time.
VD28116803 / 5635				\$37.71	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Central Office (MS)					
Toshiba e-Studio 4505AC / 45 PPM	68,098	100,298	32,200	\$0.00298	None at this time.
CFHF47995 / 04427				\$95.96	
1,000,000 / 07/2016	77,971	114,350	36,379	\$0.03423	
Color Photocopier				\$1,245.25	
OSV					
Central Office - Maura					
Kyocera M2535DN / 37 PPM	4,478	8,165	3,687	\$0.00836	None at this time.
LVZ6633782 / 04491				\$30.82	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					
District Network Services (HS)					
HP Color Laser Jet M451dn / 21 PPM	3,660	3,660	0	\$0.01273	Traded
CNDF353985 / 04543				\$0.00	
500,000 / 02/2012	10,940	10,940	0	\$0.10280	
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***IT Help Desk**

Kyocera 306CI / 30 PPM	913	1,641	728	\$0.00836	None at this time.
V9W6601972 / 04440				\$6.09	
750,000 / 07/2016	1,852	3,576	1,724	\$0.10280	
Color Laser MFP				\$177.23	
OSV					

Room W103 - Supt Office

Kyocera FS-2100DN / 42 PPM	41,553	63,582	22,029	\$0.00836	7 years from Intro.
LQA6940681 / 04488				\$184.16	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Subtotal Black	299,412	\$1,078.91
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Subtotal Color	42,095	\$1,832.86
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District Wide Black Totals	5,076,916	\$18,909.43
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District Wide Color Totals	669,990	\$28,058.13
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Your average Color CPC is \$0.0419

SPC Service & Supply Cost Savings

SD 16 South Burlington SD

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 01/15/2008 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 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
5,076,916	\$0.01620	\$82,246.04

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
5,076,916	\$0.00372	\$18,886.13	\$63,359.91	\$316,799.56

**Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$63,359.91 x 11 years as a Client
= \$696,959.03 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

SD 16 South Burlington SD

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Chamberlin School	618,042	\$2,099.07	\$3,337.43	\$7,676.76	\$13,113.25
Frederick H. Tuttle Middle	1,046,012	\$3,882.99	\$5,648.46	\$12,992.61	\$22,524.06
Maintenance Building	2,083	\$17.77	\$11.25	\$25.87	\$54.89
Orchard School	677,901	\$2,175.57	\$3,660.67	\$8,420.27	\$14,256.51
Rick Marcotte Central School	733,563	\$2,747.61	\$3,961.24	\$9,111.65	\$15,820.50
S Burlington High	1,685,126	\$7,105.99	\$9,099.68	\$20,931.10	\$37,136.78
SD 16 Bus Garage	14,777	\$161.26	\$79.80	\$183.55	\$424.60
SD 16 District	299,412	\$1,100.69	\$1,616.82	\$3,719.02	\$6,436.54
Total	5,076,916	\$19,290.94	\$27,415.35	\$63,060.84	\$109,767.13

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

SD 16 South Burlington SD

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	80,375	\$3,390.67
Frederick H.Tuttle Middle	83,864	\$4,270.59
Maintenance Building	1,543	\$161.80
Orchard School	64,637	\$4,094.27
Rick Marcotte Central School	88,902	\$3,103.57
S Burlington High	308,574	\$11,726.58
SD 16 Bus Garage	0	\$0.00
SD 16 District	42,095	\$1,869.37
Total		\$28,616.85

Service & Supply Usage Profile by Vendor - Black

SD 16 South Burlington SD

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%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	21,104	\$0.00836	\$176.43	\$0.00853	\$180.02
Office Systems of Vermont	Black Laser MFP	9,521	\$0.01028	\$97.88	\$0.01049	\$99.88
Office Systems of Vermont	Black Laser MFP	8,289	\$0.01273	\$105.52	\$0.01298	\$107.59
Office Systems of Vermont	Black Network Printer	512,680	\$0.00836	\$4,286.00	\$0.00853	\$4,373.16
Office Systems of Vermont	Black Network Printer	38,571	\$0.01028	\$396.51	\$0.01049	\$404.61
Office Systems of Vermont	Black Network Printer	29,000	\$0.01273	\$369.17	\$0.01298	\$376.42
Office Systems of Vermont	Black Photocopier	3,981,874	\$0.00298	\$11,863.60	\$0.00304	\$12,102.46
Office Systems of Vermont	Color Laser MFP	1,374	\$0.00836	\$11.49	\$0.00853	\$11.72
Office Systems of Vermont	Color Laser MFP	6,579	\$0.01273	\$83.75	\$0.01298	\$85.40
Office Systems of Vermont	Color Network Printer	19,730	\$0.00836	\$164.94	\$0.00853	\$168.30
Office Systems of Vermont	Color Network Printer	1,655	\$0.01273	\$21.07	\$0.01298	\$21.48
Office Systems of Vermont	Color Photocopier	327,751	\$0.00298	\$976.70	\$0.00304	\$996.36

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	High Production Black Photocopier	119,588	\$0.00298	\$356.37	\$0.00304	\$363.55
Total		5,076,916	\$0.00372	\$18,909.43	\$0.00380	\$19,290.94

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. **Current year's increase is 2%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	Black Photocopier	0	\$0.00000	\$0.00	\$0.00000	\$0.00
Office Systems of Vermont	Color Laser MFP	11,683	\$0.10280	\$1,201.01	\$0.10486	\$1,225.08
Office Systems of Vermont	Color Network Printer	63,049	\$0.10280	\$6,481.44	\$0.10486	\$6,611.32
Office Systems of Vermont	Color Photocopier	595,258	\$0.03423	\$20,375.68	\$0.03491	\$20,780.46
Total		669,990	\$0.04188	\$28,058.13	\$0.04271	\$28,616.85

Reprographic Equipment Assessment

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

Total Number of Units	104
Total Number of Units on Lease	86
Total Number of Units Owned	18
Lease Company	Norway Savings Bank
Lease Start Date	10/01/2016
Lease End Date	08/01/2021
Term	5 Annual
Annual Payment usually due on 8/1	\$63,060.84
Remaining Payments	2

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

Leased Equipment

Building	Make/Model	Serial Number
Chamberlin School	Toshiba e-Studio 4505AC	CFJF64269
Chamberlin School	Toshiba e-Studio 7508A	CIJF13170
Chamberlin School	Toshiba e-Studio 6508A	CIJF13281
Chamberlin School	Toshiba e-Studio 8508A	CIJF13411
Chamberlin School	Kyocera FS-2100DN	LQA6940677
Chamberlin School	Kyocera P2135DN	LVK6X53724
Chamberlin School	Kyocera P2135DN	LVK6X53729
Chamberlin School	Kyocera P2135DN	LVK6X53734
Chamberlin School	Kyocera P2135DN	LVK6X53735
Chamberlin School	Kyocera P2135DN	LVK6X53736
Chamberlin School	Kyocera P6130cdn	V5Q5901825
Frederick H. Tuttle Middle	Toshiba e-Studio 4505AC	CFJF64257
Frederick H. Tuttle Middle	Toshiba e-Studio 8508A	CIHF11752
Frederick H. Tuttle Middle	Toshiba e-Studio 8508A	CIJF13292
Frederick H. Tuttle Middle	Toshiba e-Studio 8508A	CIJF13414
Frederick H. Tuttle Middle	Kyocera FS-2100DN	LQA6940676
Frederick H. Tuttle Middle	Kyocera FS-2100DN	LQA6940683
Frederick H. Tuttle Middle	Kyocera FS-2100DN	LQA6940684
Frederick H. Tuttle Middle	Kyocera P2135DN	LVK6X53723
Frederick H. Tuttle Middle	Kyocera P2135DN	LVK6X53728
Frederick H. Tuttle Middle	Kyocera P2135DN	LVK6X53733
Frederick H. Tuttle Middle	Kyocera P2135DN	LVK6X55187
Frederick H. Tuttle Middle	Kyocera P2135DN	LVK6X55193
Frederick H. Tuttle Middle	Kyocera M2535DN	LVZ6633792
Frederick H. Tuttle Middle	Kyocera FS-C8650DN	NXW6901121
Maintenance Building	Kyocera M2535DN	LVZ6633784
Maintenance Building	Kyocera 306CI	V9W6601966
Orchard School	Toshiba e-Studio 4505AC	CFJF64286
Orchard School	Toshiba e-Studio 8508A	CIIF11814
Orchard School	Toshiba e-Studio 8508A	CIJF13291
Orchard School	Kyocera P2135DN	LVK6X55194
Orchard School	Kyocera P6130cdn	V5Q6403028
Orchard School	Kyocera P6130cdn	V5Q6503178

Building	Make/Model	Serial Number
Rick Marcotte Central School	Toshiba e-Studio 4505AC	CFHF47819
Rick Marcotte Central School	Toshiba e-Studio 8508A	CIIF11806
Rick Marcotte Central School	Toshiba e-Studio 8508A	CIJF13293
Rick Marcotte Central School	Toshiba e-Studio 8508A	CIJF13294
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940555
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940668
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940669
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940675
Rick Marcotte Central School	Kyocera FS-2100DN	LQA6940685
Rick Marcotte Central School	Kyocera P2135DN	LVK6951963
Rick Marcotte Central School	Kyocera P2135DN	LVK6X55170
Rick Marcotte Central School	Kyocera P2135DN	LVK6X55180
Rick Marcotte Central School	Kyocera P2135DN	LVK6X55185
Rick Marcotte Central School	Kyocera M2535DN	LVZ6633776
S Burlington High	Toshiba e-Studio 1057	CBAF40178
S Burlington High	Toshiba e-Studio 5506AC	CHHF10945
S Burlington High	Toshiba e-Studio 5506AC	CHHF11233
S Burlington High	Toshiba e-Studio 8508A	CIJF13290
S Burlington High	Toshiba e-Studio 8508A	CIJF13315
S Burlington High	Toshiba e-Studio 8508A	CIJF13412
S Burlington High	Toshiba e-Studio 8508A	CIJF13413
S Burlington High	HP Laser Jet 600 M604	CNDCJCG124
S Burlington High	Kyocera FS-2100DN	LQA6940667
S Burlington High	Kyocera FS-2100DN	LQA6940670
S Burlington High	Kyocera FS-2100DN	LQA6940671
S Burlington High	Kyocera FS-2100DN	LQA6940673
S Burlington High	Kyocera FS-2100DN	LQA6940674
S Burlington High	Kyocera FS-2100DN	LQA6940679
S Burlington High	Kyocera FS-2100DN	LQA6940680
S Burlington High	Kyocera FS-2100DN	LQA6940682
S Burlington High	Kyocera FS-2100DN	LQA6940686
S Burlington High	Kyocera P2135DN	LVK6X53718
S Burlington High	Kyocera P2135DN	LVK6X53719
S Burlington High	Kyocera P2135DN	LVK6X53720

Building	Make/Model	Serial Number
S Burlington High	Kyocera P2135DN	LVK6X53721
S Burlington High	Kyocera P2135DN	LVK6X53722
S Burlington High	Kyocera P2135DN	LVK6X53726
S Burlington High	Kyocera P2135DN	LVK6X53727
S Burlington High	Kyocera P2135DN	LVK6X53730
S Burlington High	Kyocera P2135DN	LVK6X53731
S Burlington High	Kyocera P2135DN	LVK6X53732
S Burlington High	Kyocera P2135DN	LVK6X53737
S Burlington High	Kyocera M2535DN	LVZ6633777
S Burlington High	Kyocera P6130cdn	V5Q5901836
SD 16 Bus Garage	Kyocera FS-2100DN	LQA6940678
SD 16 District	Toshiba e-Studio 4505AC	CFHF47995
SD 16 District	Toshiba e-Studio 3008A	CGDF14374
SD 16 District	Toshiba e-Studio 4508A	CGIF39710
SD 16 District	Toshiba e-Studio 8508A	CIHF11736
SD 16 District	Kyocera FS-2100DN	LQA6940681
SD 16 District	Kyocera P2135DN	LVK6X53725
SD 16 District	Kyocera M2535DN	LVZ6633782
SD 16 District	Kyocera 306CI	V9W6601972

Owned Equipment

Building	Make/Model	Serial Number
Chamberlin School	HPLaser Jet Pro MFP M127fn	CNB9FDFDR6
Frederick H.Tuttle Middle	HPColor Laser Jet M451nw	CNDG200803
Frederick H.Tuttle Middle	KyoceraP2135DN	LVK6X55221
Frederick H.Tuttle Middle	KyoceraP2040dw	VD26Z03728
Frederick H.Tuttle Middle	KyoceraP2040dw	VD27306828
Frederick H.Tuttle Middle	HPLaser Jet 400 M401n	VNG4617274
Orchard School	KyoceraFS-2100DN	LQA6739778
S Burlington High	HPColor Laser Jet M451nw	CNB0203990
S Burlington High	HPLaser Jet 400 M401n	PHGDB06656
S Burlington High	Kyocera306CI	V7E7Y04248
S Burlington High	KyoceraM2635dw	VCA6X00717
S Burlington High	KyoceraP2040dw	VD26Z03744
S Burlington High	KyoceraP2040dw	VD27305552
S Burlington High	KyoceraP2040dw	VD27306821
S Burlington High	KyoceraP2040dw	VD27409231
SD 16 Bus Garage	HPLaser Jet Pro MFP M127fn	CNB9G242VQ
SD 16 District	KyoceraP6130cdn	V5Q7X06022
SD 16 District	KyoceraP2040dw	VD28116803

STARDoc User Names

Name**User Name****Amadee Denton****adenton@sbschools.net****Andy Pearson****apearson@sbschools.net****Christa Chambers****cchambers@sbschools.net****Gary Marckres****gmarckres****Mike Vining****mvining@sbschools.net****Steven Walker****swalker@sbschools.net**



Benefits of partnering with SPC

Top Benefits to **our CLIENTS:**

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will save you money benefiting from the combined purchasing power of more than 69 clients with over 3,900 devices doing more than **239** 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 STARDoc Software

- STARDoc: System for Tracking And Reporting Documents.
- Maps all devices and sets up 'Interactive Live Floor Plans' of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.
- STARDoc studies your printing habits and is able to predict your year-end-cost months in advance before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come 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 our VENDORS

- 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!