



Specialized Purchasing Consultants

PO Box 190
Gorham, NH 03581
(800) 750-1538
www.spccopypro.com

2009-10 Annual Report

Year - End Photocopier Analysis

With projected costs for 2010-11

Becky Hart
SU 21 Franklin Northwest
100 Robin Hood Drive
Swanton, VT 05488



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

September 2010

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
(866) 281-7596 Fax

Becky Hart
SU 21 Franklin Northwest
100 Robin Hood Drive
Swanton, VT 05488

VISIT US ON THE WEB: Dear Becky:
www.spccopypro.com

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *4 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *22 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention *new cost-savings initiatives* that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

Thank you again for allowing SPC the opportunity to be of service. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

Table of Contents

The SPC Team	1
Equipment Health Status.....	2
Aging Equipment Summary	3
Average Student to Copy Usage – Black Only.....	6
Black & Color Usage Comparisons.....	9
Average Student to Copy Usage – Color Only	10
Usage Profile for Service & Supplies	11
SPC Service & Supply Cost Savings.....	24
Projected Equipment Costs by Building - Black	25
Service & Supply Usage Profile by Vendor - Black.....	26
Projected Equipment Costs by Building - Color.....	27
Service & Supply Usage Profile by Vendor - Color.....	28
Equipment Problems – Quality Equipment Survey Report	29
Reprographic Equipment Assessment	33
Leased Equipment.....	34
Owned Equipment	36
Your Municipal Lease.....	37
Active Reprographic Equipment & Manufacturers	38
Improved SPC Services	39
Insurance Fund with Greater SPC Installation Monitoring	40
SPC’s Service & Supply Contract – Purpose & Sample	41
SPC’s Dual-Layered Warranty – Purpose & Explanation.....	42

The SPC Team

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



Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Joyce Cutts
Finance Director & Equipment Complaint Coordinator

I am committed to making the partnership between SPC and its clients unparalleled. I have taken pleasure in getting to know many of you over the phone. Thank you for the opportunity to serve you, and I look forward to continuing our partnership!

Glen Fortier
Auditor, Electronic Specialist & Equipment Implementation

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



Sarah Allbee
Administration & Marketing

I find it greatly satisfying to work for a company dedicated to cutting costs for our education systems. I am truly happy to be a part of the SPC staff in their commitment and focus on you and your individual needs. I look forward to serving all of you in the coming year!

Anne Arbore
Administration

Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.



Pam Weed
Client-Vendor Relations

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

Equipment Health Status

Total Number of Machines:	43
Total Removed from Service:	0
Total Black Photocopiers	27
Total Low Cost of Operation Black Network Printers	9
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP) and/or Network Printers	7
# of Problematic Units:	4
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	6
# of Units Overused:	1
# of Units Underused:	1
# of Units Connected to Network with Print and/or Scan	28
Commencement Date:	5/1/2007
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2012
Print Management Software Loaded	Yes
LENP 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."

Becky & Paulette,

In light of the fact that you are having some reliability issues and that you have some older units approaching end of life, it would be wise to consider an upgrade in the second quarter of 2011 with implementation over the summer after you make your last payment on 8-1-2011. The new lease would have a first payment due 8-1-2012. This would eliminate an overlap with no refinancing. All of your current machines that have life would convert over to the District as owned. Newer units that would be purchased would be placed in lower volume locations.

This would save the district in capital as well as service and supplies. We would have to negotiate an extension of both your service contracts and warranties on all of the existing machines that remain in the district. Older problematic units would be traded out.

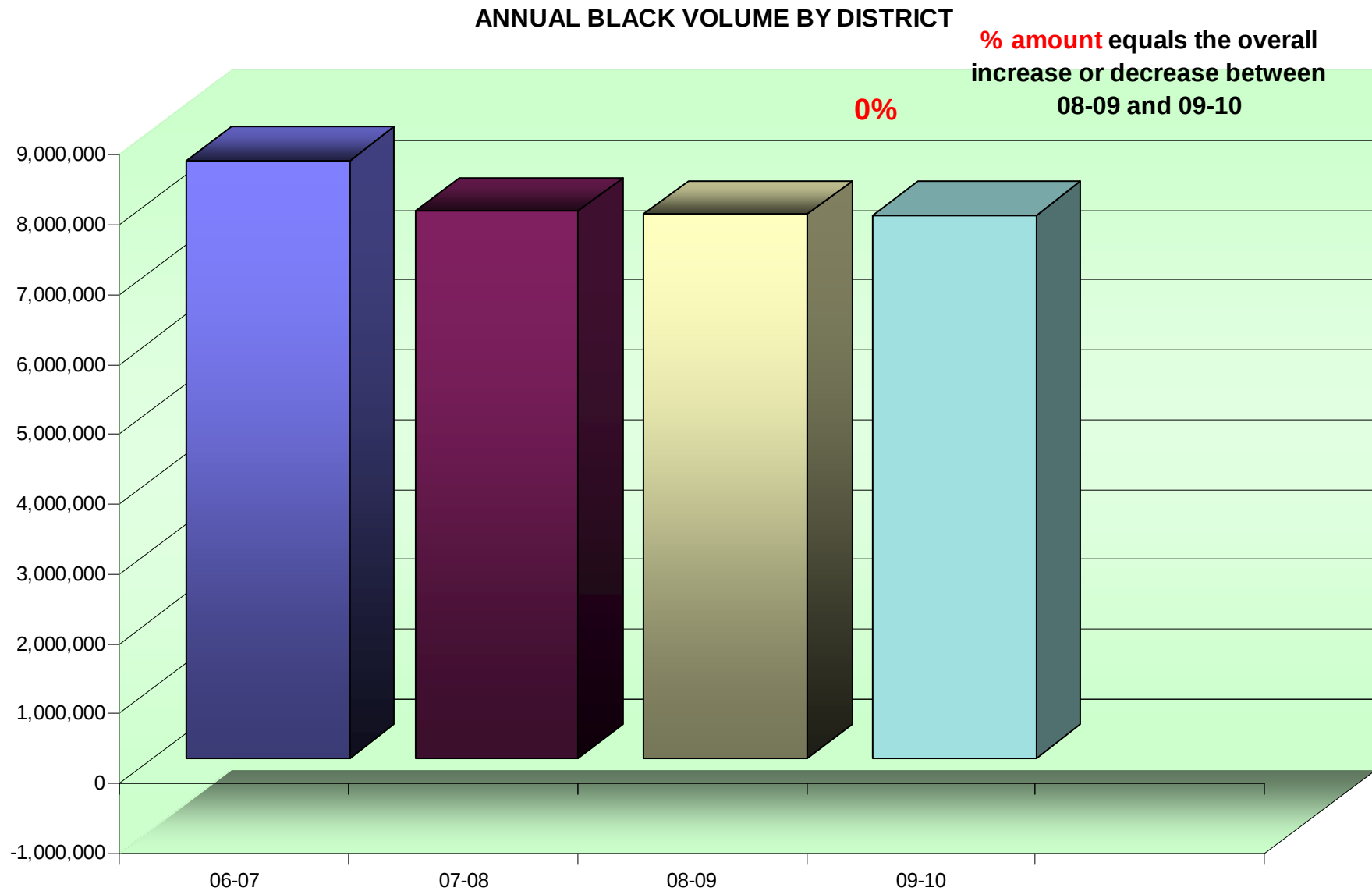
Skip

Aging Equipment Summary

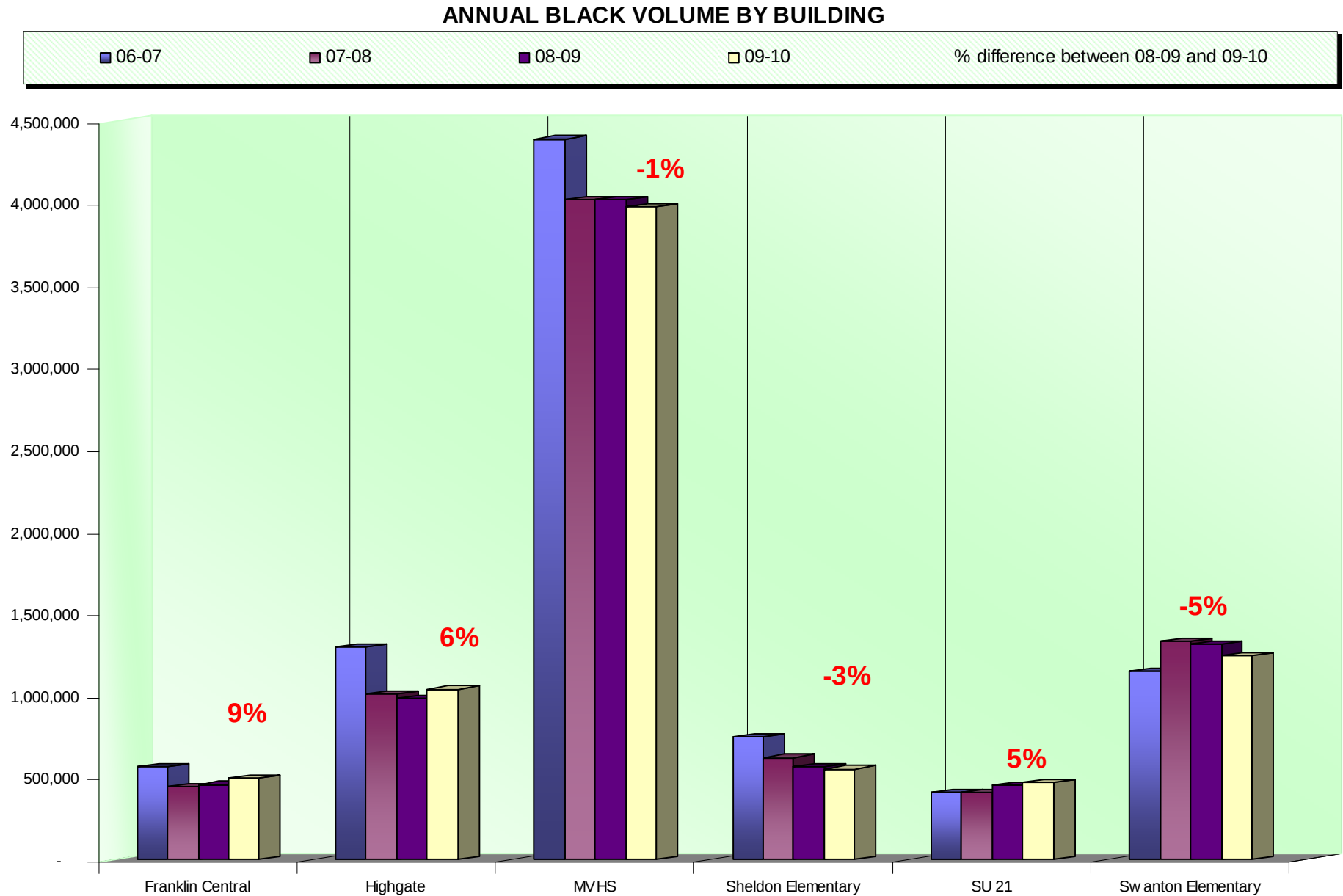
The following equipment is **seven or more years** from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the date of Intro. Usage, age, and service history need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

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Missisquoi Valley HS	Agricultural Classroom	Oce Imagistics DL270	1120003	GW320	11/2001
Missisquoi Valley HS	Fiscal Services	Canon 5000	MPL38334	755KA	12/2001
Missisquoi Valley HS	J Pod	Oce Imagistics im8130	3100029	GW38X	09/2003
Missisquoi Valley HS	Library	Canon 5000	MPL12423	754KA	12/2001
Missisquoi Valley HS	NOVA	Oce Imagistics im8130	3100046	GW330	09/2003
Sheldon Elementary	Library	Oce Imagistics im4510	2090709	GW57P	10/2002
Sheldon Elementary	Office	Canon 6000	NSN05090	11353459	08/2001
SU 21 District Office	Copy Room	Oce Imagistics DL650	6502517	GW36Q	02/2001

This report uses current trends for black volume to project future costs and potential equipment needs on an overall basis.



This report uses current trends for black volume to project future costs and potential equipment needs by building.



Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Franklin Central	163	495,639	\$7,005.14	3,041	\$62.73
Highgate Elementary	350	1,038,647	\$23,050.34	2,968	\$61.22
Missisquoi Valley HS	1055	3,981,089	\$84,887.30	3,774	\$77.59
Sheldon Elementary	252	551,562	\$12,878.68	2,189	\$45.16
SU 21 District Office	0	471,166	\$6,704.06	0	\$0.00
Swanton School	610	1,239,810	\$24,247.93	2,032	\$41.71
Totals	2,430	7,777,913	\$158,773.46	3,201	\$65.84

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

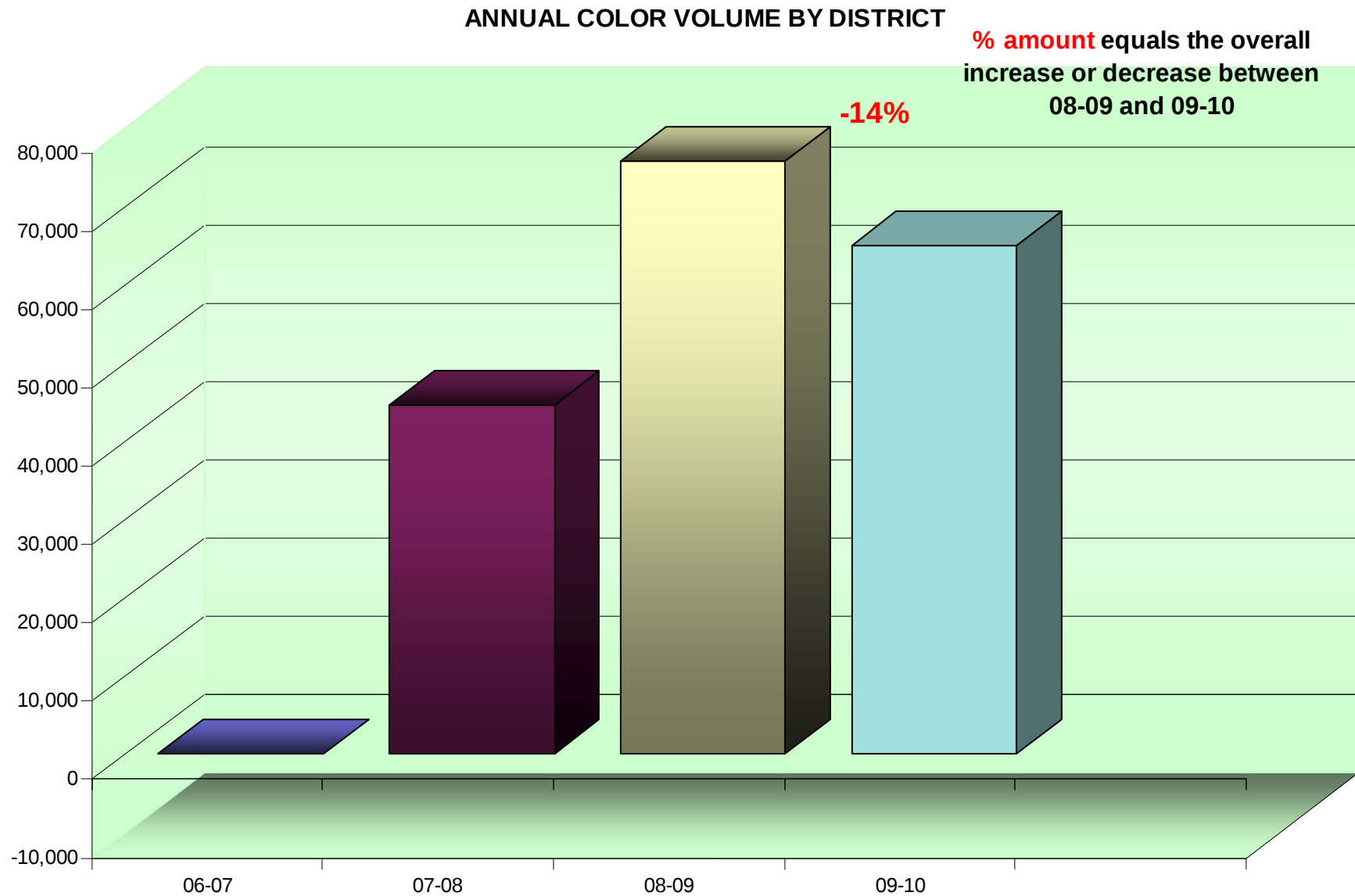
Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 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.

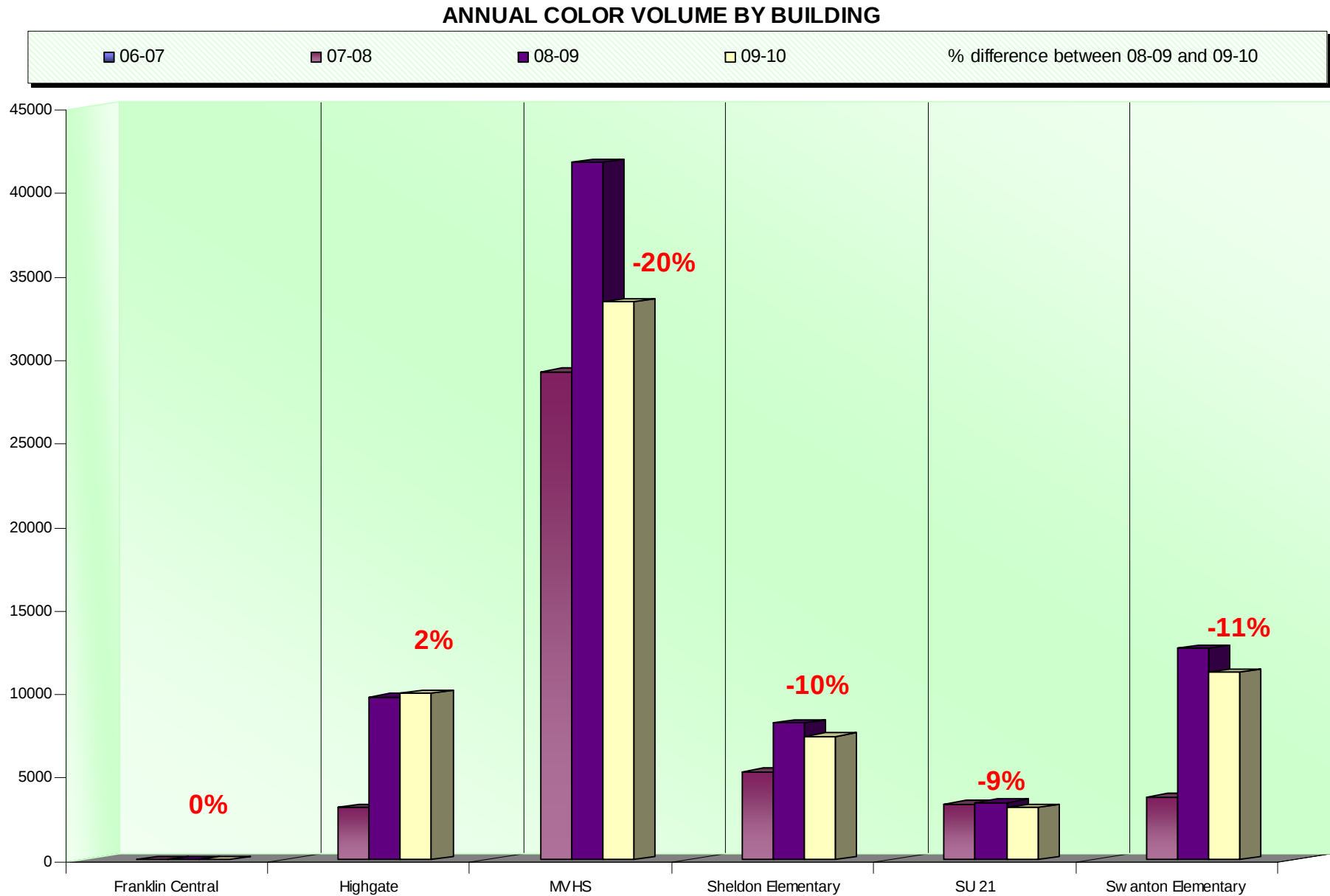
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	144,119	323,064,309	\$6,237,660.65	2,242	\$43.28

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

This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.



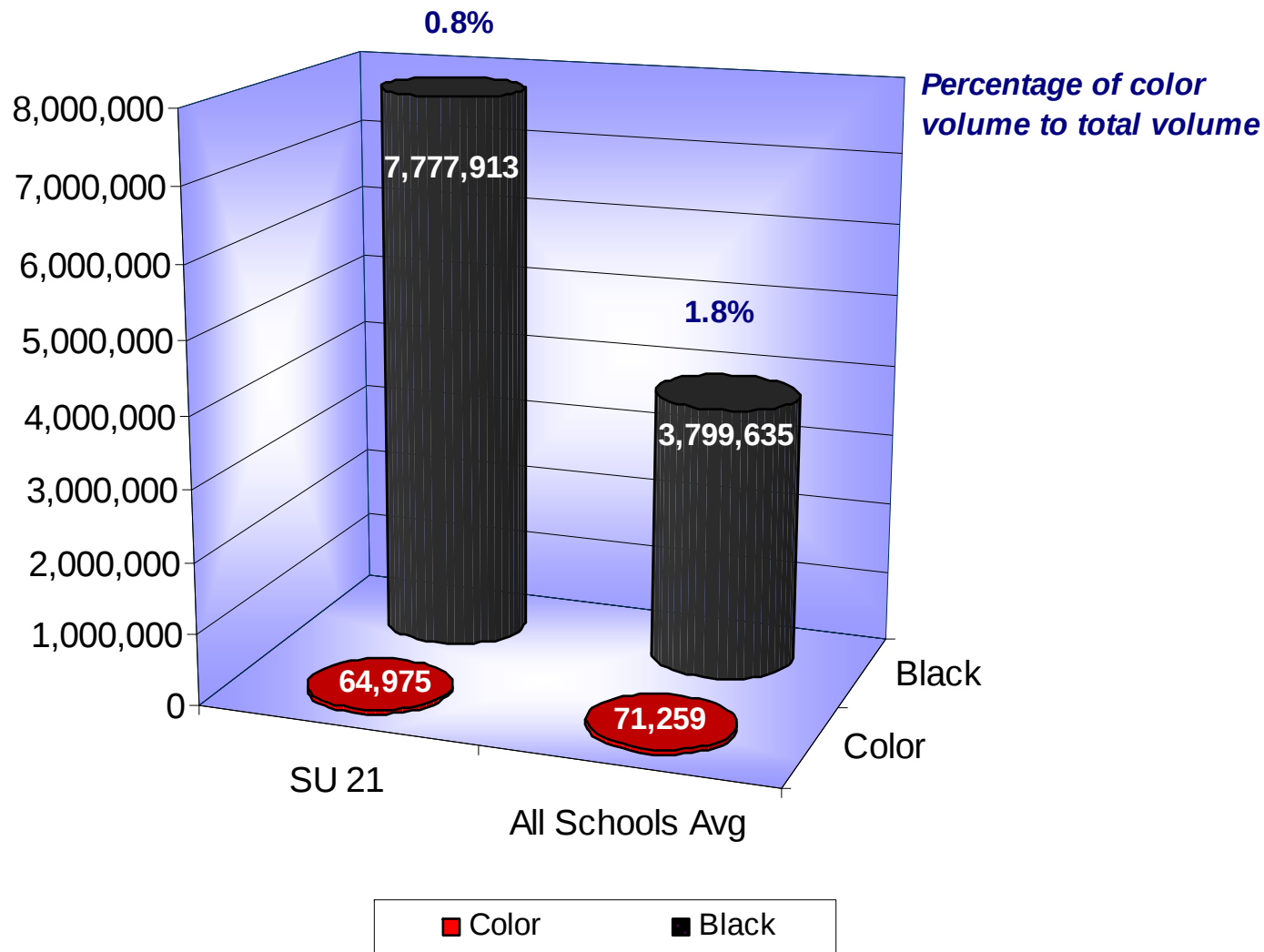
This report uses current trends for color volume to project future costs and potential equipment needs by building.



Black & Color Usage Comparisons

This chart compares your current usage ratios to the average of all SPC client school districts.

CURRENT BLACK & COLOR USAGE COMPARISONS



Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Franklin Central	163	0	\$0.00	0	\$0.00
Highgate Elementary	350	9,923	\$956.20	28	\$2.73
Missisquoi Valley HS	1055	33,383	\$2,633.39	32	\$2.50
Sheldon Elementary	252	7,366	\$709.80	29	\$2.82
SU 21 District Office	0	3,087	\$297.47	0	\$0.00
Swanton School	610	11,216	\$1,080.80	18	\$1.77
Totals	2,430	64,975	\$5,677.65	27	\$2.34

*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 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	144,119	6,056,994	\$522,910.90	42	\$3.63

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 5/1/2007

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Franklin Central							
Library							
Ricoh 2051 51 CPM	1,477,813	1,724,816	247,003	292,636	-45,633	\$0.005110	None at this time.
K6755300514 / 11449815						\$1,262.19	
3,000,000 / 11/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Principal's Office							
Savin 8065 65 CPM	498,205	746,841	248,636	272,149	-23,513	\$0.005110	None at this time.
L7865900155 / 11353362						\$1,270.53	
3,000,000 / 11/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Subtotals B&W			495,639	564,785		\$2,532.72	
Subtotals Color			0	0		\$0.00	

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Highgate Elementary							
5th Grade Project Room							
Savin 8055 55 CPM	395,633	598,459	202,826	170,904	31,922	\$0.005110	None at this time.
L7775200494 / 410JL						\$1,036.44	
3,000,000 / 11/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Office							
Savin 8055 55 CPM	246,641	354,239	107,598	210,090	-102,492	\$0.005110	None at this time.
L7775200490 / 11353336						\$549.83	
3,000,000 / 11/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Xerox C2424DP 24 CPM Black & Color	8,784	10,039	1,255	53,900	-52,645	\$0.005110	None at this time.
VVK023255 / N/A						\$6.41	
500,000 / 03/2005	18,778	28,701	9,923	0	9,923	\$0.09140	
Color Photocopier						\$906.96	
Connected 6/25/2012							
VARY							

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Highgate Elementary							
Teachers' Room							
Savin 8065 65 CPM	864,838	1,337,771	472,933	450,000	22,933	\$0.005110	None at this time.
L7865900153 / 11353369						\$2,416.69	
3,000,000 / 11/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Savin 8065 65 CPM	448,373	702,408	254,035	407,070	-153,035	\$0.005110	None at this time.
L7865900147 / 11353378						\$1,298.12	
3,000,000 / 11/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Subtotals B&W			1,038,647	1,291,964		\$5,307.49	
Subtotals Color			9,923	0		\$906.96	

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Missisquoi Valley HS							
A-32							
Canon C3380 33 CPM Black/30 CPM Color	27,101	36,053	8,952	42,942	-33,990	\$0.005110	None at this time.
TXP01637 / 11669242						\$45.74	
750,000 / 10/2006	67,392	97,702	30,310	0	30,310	\$0.07215	
Color Photocopier						\$2,186.87	
Connected							
IKON							
A-47							
Oce im7230 72 CPM	1,474,085	1,959,854	485,769	500,000	-14,231	\$0.005000	None at this time.
6100019 / GW527						\$2,428.85	
4,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE VT							
Savin MLP145 45 CPM	52,354	80,604	28,250	34,250	-6,000	\$0.005110	None at this time.
Q8476300006 / 428JL						\$144.36	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Agricultural Classroom							
Oce Imagistics DL270 25 CPM	132,168	149,625	17,457	21,189	-3,732	\$0.005210	9 years from Intro.
1120003 / GW320						\$90.95	
500,000 / 11/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE VT							

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Missisquoi Valley HS							
B-19 Copy Center							
Oce im8530 85 CPM	1,326,243	2,266,142	939,899	602,900	336,999	\$0.005000	Overused!
7010012 / GW523						\$4,699.50	
4,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE VT							
Savin 8055 55 CPM	371,194	972,688	601,494	426,611	174,883	\$0.005110	None at this time.
L7775200484 / 11353458						\$3,073.63	
3,000,000 / 11/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Savin MLP145 45 CPM	69,304	97,668	28,364	34,250	-5,886	\$0.005110	None at this time.
Q8476300012 / 11669086						\$144.94	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
B-28							
Xerox C2424DP 24 CPM Black & Color	3,049	4,343	1,294	54,938	-53,644	\$0.005110	None at this time.
VVK023691 / N/A						\$6.61	
500,000 / 03/2005	6,402	9,475	3,073	0	3,073	\$0.09140	
Color Photocopier						\$280.87	
Connected 1/1/2012							
VARY							

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Missisquoi Valley HS							
C-21							
Savin MLP145 45 CPM	57,944	106,771	48,827	34,250	14,577	\$0.005110	None at this time.
Q8476300007 / 429JL						\$249.51	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
D-21							
Oce im8530 85 CPM	1,127,465	1,736,396	608,931	617,784	-8,853	\$0.005000	None at this time.
7010043 / GW524						\$3,044.66	
4,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE VT							
Savin MLP145 45 CPM	58,746	125,659	66,913	34,250	32,663	\$0.005110	None at this time.
Q84763000029 / 11669080						\$341.93	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
F-6							
Savin MLP145 45 CPM	42,943	55,188	12,245	34,250	-22,005	\$0.005110	None at this time.
Q84763000014 / 416JL						\$62.57	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Missisquoi Valley HS							
F-7							
Savin MLP145 45 CPM	46,152	69,328	23,176	45,645	-22,469	\$0.005110	None at this time.
Q8476300020 / 427JL						\$118.43	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Fiscal Services							
Canon 5000 50 CPM	145,127	247,290	102,163	29,901	72,262	\$0.005110	9 years from Intro.
MPL38334 / 755KA						\$522.05	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
J Pod							
Oce Imagistics im8130 81 CPM	2,206,297	2,415,307	209,010	0	209,010	\$0.005210	7 years from Intro.
3100029 / GW38X						\$1,088.94	
4,000,000 / 09/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE VT							
J Pod Teachers' Room							
Savin MLP145 45 CPM	36,553	66,107	29,554	34,252	-4,698	\$0.005110	None at this time.
Q8476300009 / 424JL						\$151.02	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Missisquoi Valley HS							
Library							
Canon 5000 50 CPM MPL12423 / 754KA 1,000,000 / 12/2001 Black Photocopier Connected IKON	63,463	101,533	38,070	2,181	35,889	\$0.005110 \$194.54 \$0.00000 \$0.00	9 years from Intro.
Oce im8530 85 CPM 7010034 / GW526 4,000,000 / 07/2006 Black Photocopier Not Connected OCE VT	1,390,510	1,541,245	150,735	887,450	-736,715	\$0.005000 \$753.68 \$0.00000 \$0.00	Underused!
Savin MLP145 45 CPM Q8476300008 / 420JL 1,000,000 / 09/2006 Black Network Printer Connected IKON	28,587	84,904	56,317	34,250	22,067	\$0.005110 \$287.78 \$0.00000 \$0.00	None at this time.
Media Center							
Savin MLP145 45 CPM Q8476300028 / 11669077 1,000,000 / 09/2006 Black Network Printer Connected IKON	80,201	44,335	-35,866	45,645	-81,511	\$0.005110 (\$183.28) \$0.00000 \$0.00	None at this time.

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Missisquoi Valley HS							
NOVA							
Oce Imagistics im8130 81 CPM	3,127,895	3,157,031	29,136	7,500	21,636	\$0.005210	7 years from Intro.
3100046 / GW330						\$151.80	
4,000,000 / 09/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE VT							
Principal's Office							
Oce im7230 72 CPM	902,853	1,433,252	530,399	612,674	-82,275	\$0.005000	None at this time.
6100083 / GW528						\$2,652.00	
4,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE VT							
Subtotals B&W			3,981,089	4,137,112		\$20,070.19	
Subtotals Color			33,383	0		\$2,467.74	

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Sheldon Elementary							
Library							
Oce Imagistics im4510 45 CPM	429,085	444,220	15,135	64,675	-49,540	\$0.005210	8 years from Intro.
2090709 / GW57P						\$78.85	
1,000,000 / 10/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE VT							
Office							
Canon 6000 60 CPM	167,475	262,217	94,742	17,199	77,543	\$0.005110	9 years from Intro.
NSN05090 / 11353459						\$484.13	
3,000,000 / 08/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Xerox C2424DP 24 CPM Black & Color	9,760	12,413	2,653	43,808	-41,155	\$0.005110	None at this time.
VVK023709 / N/A						\$13.56	
500,000 / 03/2005	15,898	23,264	7,366	0	7,366	\$0.09140	
Color Photocopier						\$673.25	
Connected 1/1/2012							
VARY							
Staff Room							
Savin 8075 75 CPM	954,534	1,393,566	439,032	619,727	-180,695	\$0.005110	None at this time.
L7966000097 / 11353361						\$2,243.45	
4,000,000 / 11/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Subtotals B&W			551,562	745,409		\$2,820.00	
Subtotals Color			7,366	0		\$673.25	

Date of Last Upgrade: 5/1/2007

7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
-------------------	--------------------	-----------------------------	--------------------------------	----------------------	--------------------------	-----------------

Copy Room

535,178	763,242	228,064	210,000	18,064	\$0.005000	None at this time.
0	0	0	0	0	\$1,140.32	
					\$0.00000	
					\$0.00	

1,089,791	1,213,114	123,323	75,000	48,323	\$0.005000	9 years from Intro.
					\$616.62	
0	0	0	0	0	\$0.00000	
					\$0.00	

204,824	323,005	118,181	94,694	23,487	\$0.005000	None at this time.
					\$590.91	
0	0	0	0	0	\$0.000000	
					\$0.00	

Subtotals B&W	471,166	411,194	\$2,356.01
Subtotals Color	3,087	0	\$282.15

SU 21 Franklin Northwest

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Swanton School							
Babcock Bldg Office							
Xerox 8560MFP 30 CPM Black & Color	862	1,795	933	50,970	-50,037	\$0.005110	None at this time.
CXF032183 / N/A						\$4.77	
750,000 / 02/2007	4,484	9,433	4,949	0	4,949	\$0.09140	
Color Photocopier						\$452.34	
Connected 6/25/2012							
VARY							
Babcock Hall							
Oce im7230 72 CPM	712,662	1,081,195	368,533	435,437	-66,904	\$0.005000	None at this time.
6100071 / GW52B						\$1,842.67	
4,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE VT							
Main Building							
Oce im7230 72 CPM	858,725	1,265,775	407,050	368,453	38,597	\$0.005000	None at this time.
6100080 / GW52S						\$2,035.25	
4,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE VT							
Oce im7230 72 CPM	1,036,682	1,474,844	438,162	243,338	194,824	\$0.005000	None at this time.
6100086 / GW52A						\$2,190.81	
4,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE VT							

Date of Last Upgrade: 5/1/2007

		2009/10	2010/11			
7/1/2009	6/30/2010	Annual	Projected	Volume	Cost/Copy	
Meter	Meter	Volume	Volume	Difference	Annual Cost	Recommendations

Xerox 8560MFP 30 CPM Black & Color	7,715	8,953	1,238	50,970	-49,732	\$0.005110	None at this time.
CXF032488 / N/A						\$6.33	
750,000 / 02/2007	11,904	18,171	6,267	0	6,267	\$0.09140	
Color Photocopier						\$572.80	
Connected 6/25/2012							
VARY							

64,975 0 \$5,355.25

SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 5/1/2007. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
8,554,189	\$0.01341	\$0.00517	\$0.00823	\$70,400.98	\$352,004.90

Projected Equipment Costs by Building - Black

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Franklin Central	495,639	\$2,592.19	\$2,459.36	\$5,173.71	\$10,225.26
Highgate Elementary	1,038,647	\$5,432.12	\$5,153.77	\$10,841.88	\$21,427.77
Missisquoi Valley HS	3,981,089	\$20,547.93	\$19,754.16	\$41,556.47	\$81,858.57
Sheldon Elementary	551,562	\$2,886.18	\$2,736.85	\$5,757.46	\$11,380.49
SU 21 District Office	471,166	\$2,412.55	\$2,337.93	\$4,918.25	\$9,668.73
Swanton School	1,239,810	\$6,348.07	\$6,151.94	\$12,941.72	\$25,441.72
Totals	7,777,913	\$40,219.04	\$38,594.00	\$81,189.50	\$160,002.54

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. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. This year's increase was **2.3%**. Projected Savings represents approximate annual cost savings realized by upgrading current service and supply contracts based on current bids of **\$0.0039 - \$0.0049** per print or lower! Savings here are calculated at **\$0.0042**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2009/10 Annual Volume</i>	<i>2009/10 Cost Per Copy</i>	<i>2009/10 Total Cost</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Projected Cost</i>	<i>Projected Savings</i>
Ikon Office	Color Photocopier	8,952	\$0.00511	\$45.74	\$0.00523	\$46.82	
Ikon Office	Black Photocopier	2,808,532	\$0.00511	\$14,351.60	\$0.00523	\$14,688.62	
Ikon Office	Black Network Printer	257,780	\$0.00511	\$1,317.26	\$0.00523	\$1,348.19	
Oce Vermont	Black Photocopier	270,738	\$0.00521	\$1,410.54	\$0.00533	\$1,443.03	
Oce Vermont	Black Photocopier	4,422,940	\$0.00500	\$22,114.70	\$0.00512	\$22,645.45	
Vary Technologies	Color Photocopier	8,971	\$0.00511	\$45.84	\$0.00523	\$46.92	
Totals and Averages		7,777,913	\$0.00505	\$39,285.69	\$0.00517	\$40,219.03	\$7,551.80

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate current paper costs are figured in to provide budget information for the upcoming fiscal year. Equipment cost is not calculated with color usage.

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Franklin Central	0	\$0.00	\$0.00	\$0.00
Highgate Elementary	9,923	\$906.96	\$49.24	\$956.20
Missisquoi Valley HS	33,383	\$2,467.74	\$165.65	\$2,633.39
Sheldon Elementary	7,366	\$673.25	\$36.55	\$709.80
SU 21 District Office	3,087	\$282.15	\$15.32	\$297.47
Swanton School	11,216	\$1,025.14	\$55.65	\$1,080.80
Totals	64,975	\$5,355.25	\$322.41	\$5,677.65

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. Color copies are typically billed in arrears quarterly or semi-annually. Projected Cost Savings represents approximate annual cost savings realized by upgrading current service and supply contracts based on current bids of **\$0.05105** per print or lower.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2009/10 Annual Volume</i>	<i>2009/10 Cost Per Copy</i>	<i>2009/10 Actual Cost</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Projected Cost</i>	<i>Projected Savings</i>
Ikon Office Solutions	Color Photocopier	30,310	\$0.07215	\$2,186.87	\$0.07215	\$2,186.87	
Vary Technologies	Color Photocopier	34,665	\$0.09140	\$3,168.38	\$0.09140	\$3,168.38	
<i>Totals and Averages</i>		64,975	\$0.08242	\$5,355.25	\$0.08242	\$5,355.25	\$2,038.28

Equipment Problems – Quality Equipment Survey Report

The list below represents problems and/or complaints on equipment reliability, copy quality, and vendor service. It also outlines the comment provided to SPC as well as the resolution, if any, by the vendor or SPC.

Building	Machine	Serial # / Vendor ID #	Current Meter / Life Expectancy	Annual Volume / Projected Volume	Vendor	Quality	Reliability	Service	Comments	Not Meeting Your Needs Why?	Commenter
Franklin Central	Ricoh / 2051	K6755300514 / 11449815	0 / 3000000	210840 / 292636	IKON				Survey not returned		
Franklin Central	Savin / 8065	L7865900155 / 11353362	0 / 4000000	208324 / 272149	IKON				Survey not returned		
Highgate Elementary	Xerox / C2424DP	VVK023255 / N/A	0 / 500000	3221 / 53900	VARY				Survey not returned		
Highgate Elementary	Savin / 8065	L7865900147 / 11353378	0 / 4000000	215786 / 407070	IKON				Survey not returned		
Highgate Elementary	Savin / 8055	L7775200490 / 11353336	0 / 3000000	116854 / 210090	IKON				Survey not returned		
Highgate Elementary	Savin / 8055	L7775200494 / 410JL	0 / 3000000	205163 / 170904	IKON				Survey not returned		
Highgate Elementary	Savin / 8065	L7865900153 / 11353369	0 / 4000000	434754 / 450000	IKON				Survey not returned		
Missisquoi Valley HS	Oce Imagistics / im8130	3100046 / GW330	3157031 / 5000000	19773 / 7500	OCE VT	Good	Good	Good			No name
Missisquoi Valley HS	Oce Imagistics / DL270	1120003 / GW320	149625 / 500000	17735 / 21189	OCE VT	Fair	Fair	Good	No comments		No name
Missisquoi Valley HS	Oce / im7230	6100019 / GW527	1840924 / 5000000	793683 / 500000	OCE VT					no ratings given	No name

SU 21 Franklin Northwest

Building	Machine	Serial # / Vendor ID #	Current Meter / Life Expectancy	Annual Volume / Projected Volume	Vendor	Quality	Reliability	Service	Comments	Not Meeting Your Needs Why?	Commenter
Missisquoi Valley HS	Oce Imagistics / im8130	3100029 / GW38X	0 / 5000000	212550 / 0	OCE VT				Survey not returned		
Missisquoi Valley HS	Savin / MLP145	Q8476300012 / 11669086	89228 / 1000000	41396 / 34250	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Canon / 5000	MPL12423 / 754KA	86646 / 3000000	36754 / 2181 833148	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Oce / im8530	7010012 / GW523	2076760 / 5000000	/ 602900	OCE VT	Good	Fair	Good		Frequent down time.	No name
Missisquoi Valley HS	Canon / C3380	TXP01637 / 11669242	32689 / 750000	18219 / 42942 280369	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Savin / 8055	L7775200484 / 11353458	829446 / 3000000	/ 426611	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Savin / MLP145	Q8476300006 / 428JL	71855 / 1000000	28063 / 34250	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Savin / MLP145	Q8476300007 / 429JL	90614 / 1000000	37622 / 34250	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Canon / 5000	MPL38334 / 755KA	230445 / 3000000	85666 / 29901	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Savin / MLP145	Q8476300014 / 416JL	51527 / 1000000	16508 / 34250	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Savin / MLP145	Q8476300020 / 427JL	63936 / 1000000	25830 / 45645	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Savin / MLP145	Q8476300028 / 11669077	39593 / 1000000	72148 / 45645	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Savin / MLP145	Q8476300029 / 11669080	114438 / 1000000	20055 / 34250	IKON	Very Good	Very Good	Very Good			No name given
Missisquoi Valley HS	Savin / MLP145	Q8476300008 / 420JL	77793 / 1000000	1152 / 34250	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Xerox / C2424DP	VVK023691 / N/A	4000 / 500000	613 / 54938	VARY	Good	Good	Good			No name

SU 21 Franklin Northwest

Building	Machine	Serial # / Vendor ID #	Current Meter / Life Expectancy	Annual Volume / Projected Volume	Vendor	Quality	Reliability	Service	Comments	Not Meeting Your Needs Why?	Commenter
Missisquoi Valley HS	Oce / im7230	6100083 / GW528	1310338 / 5000000	555870 / 612674 447355	OCE VT	Good	Fair	Good		Frequency of down time, not being able to use side paper drawer a big inconvenience.	No name
Missisquoi Valley HS	Oce / im8530	7010043 / GW524	1588216 / 5000000	617784 / VT	OCE VT	Good	Fair	Good	no comments		No name
Missisquoi Valley HS	Savin / MLP145	Q8476300009 / 424JL	55212 / 1000000	23882 / 34252 377706	IKON	Very Good	Very Good	Very Good			No name
Missisquoi Valley HS	Oce / im8530	7010034 / GW526	1478672 / 5000000	887450 / VT	OCE VT				Survey not returned		
Sheldon Elementary	Xerox / C2424DP	VVK023709 / N/A	0 / 500000	3081 / 43808	VARY				Survey not returned		
Sheldon Elementary	Canon / 6000	NSN05090 / 11353459	0 / 4000000	89135 / 17199 466532	IKON				Survey not returned		
Sheldon Elementary	Savin / 8075	L7966000097 / 11353361	0 / 5000000	619727 / IKON	IKON				Survey not returned		
Sheldon Elementary	Oce Imagistics / im4510	2090709 / GW57P	0 / 1000000	4960 / 64675	OCE VT				Survey not returned		
SU 21 District Office	Oce / im4511	7020022 / GW521	0 / 1000000	103498 / 94694	OCE VT				Survey not returned		
SU 21 District Office	Xerox / 8560MFP	CXF030076 / N/A	0 / 750000	1771 / 31500	VARY				Survey not returned		
SU 21 District Office	Oce Imagistics / DL650	6502517 / GW36Q	321750 / 4000000	51930 / 75000 292374	OCE VT				Survey not returned		
SU 21 District Office	Oce / im6030	7010048 / GW53V	0 / 4000000	210000 / VT	OCE VT				Survey not returned		

SU 21 Franklin Northwest

Building	Machine	Serial # / Vendor ID #	Current Meter / Life Expectancy	Annual Volume / Projected Volume	Vendor	Quality	Reliability	Service	Comments	Not Meeting Your Needs Why?	Commenter
Swanton School	Xerox / 8560MFP	CXF032488 / N/A	0 / 750000	5139 / 50970 326648	VARY				Survey not returned		
Swanton School	Oce / im7230	6100071 / GW52B	0 / 5000000	/ 435437 399816	OCE VT				Survey not returned		
Swanton School	Oce / im7230	6100080 / GW525	0 / 5000000	/ 368453 554437	OCE VT				Survey not returned		
Swanton School	Oce / im7230	6100086 / GW52A	0 / 5000000	/ 243338	OCE VT				Survey not returned		
Swanton School	Xerox / 8560MFP	CXF032183 / N/A	0 / 750000	407 / 50970	VARY				Survey not returned		

Reprographic Equipment Assessment

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

Total # of Units	43
# of Units on Lease	34
# of Units Owned	9
Lease Company	Northway Bank
Lease Start Date	5/1/2007
Lease End Date	8/1/2011
Term	5 Annual
Annual Payment usually due on 8/1	\$81,189.50
Remaining Payments	1

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

Leased Equipment

Equipment currently held as collateral under SPC-monitored or private lease.

Building	Make	Model	Serial #
Franklin Central	Ricoh	2051	K6755300514
Franklin Central	Savin	8065	L7865900155
Highgate Elementary	Savin	8055	L7775200494
Highgate Elementary	Savin	8065	L7865900153
Highgate Elementary	Savin	8055	L7775200490
Highgate Elementary	Savin	8065	L7865900147
Highgate Elementary	Xerox	C2424DP	VVK023255
Missisquoi Valley HS	Canon	C3380	TXP01637
Missisquoi Valley HS	Oce	im8530	7010034
Missisquoi Valley HS	Oce	im8530	7010043
Missisquoi Valley HS	Oce	im8530	7010012
Missisquoi Valley HS	Oce	im7230	6100019
Missisquoi Valley HS	Oce	im7230	6100083
Missisquoi Valley HS	Savin	MLP145	Q8476300020
Missisquoi Valley HS	Savin	8055	L7775200484
Missisquoi Valley HS	Savin	MLP145	Q8476300006
Missisquoi Valley HS	Savin	MLP145	Q8476300007
Missisquoi Valley HS	Savin	MLP145	Q8476300014
Missisquoi Valley HS	Savin	MLP145	Q8476300009
Missisquoi Valley HS	Savin	MLP145	Q8476300028
Missisquoi Valley HS	Savin	MLP145	Q8476300029
Missisquoi Valley HS	Savin	MLP145	Q8476300008
Missisquoi Valley HS	Savin	MLP145	Q8476300012
Missisquoi Valley HS	Xerox	C2424DP	VVK023691
Sheldon Elementary	Savin	8075	L7966000097
Sheldon Elementary	Xerox	C2424DP	VVK023709

SU 21 Franklin Northwest

Building	Make	Model	Serial #
SU 21 District Office	Oce	im4511	7020022
SU 21 District Office	Oce	im6030	7010048
SU 21 District Office	Xerox	8560MFP	CXF030076
Swanton School	Oce	im7230	6100071
Swanton School	Oce	im7230	6100080
Swanton School	Oce	im7230	6100086
Swanton School	Xerox	8560MFP	CXF032183
Swanton School	Xerox	8560MFP	CXF032488

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Missisquoi Valley HS	Canon	5000	MPL12423
Missisquoi Valley HS	Canon	5000	MPL38334
Missisquoi Valley HS	Oce Imagistics	im8130	3100029
Missisquoi Valley HS	Oce Imagistics	im8130	3100046
Missisquoi Valley HS	Oce Imagistics	DL270	1120003
Sheldon Elementary	Canon	6000	NSN05090
Sheldon Elementary	Oce Imagistics	im4510	2090709
SU 21 District Office	Oce Imagistics	DL650	6502517
Swanton School	Oce	im7230	6070163

NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.

Your Municipal Lease

When should you upgrade your municipal lease?

After you make your **third payment**, it is worth testing the market since your service & supply costs have been progressively dropping. Since you have a 30-day cancellation clause built into your Service & Supply contracts, after the third lease payment you have built up enough capital to buy your next generation of copiers. Note the example below:

Example: If the initial principal starting May 1, 2008 was **\$100,000.00**, the lease payment would be **\$21,770.78** at **3.9%** interest for five payments, with the first payment being made August 1, 2008. By August 2, 2010, you would have made three (3) payments totaling **\$65,312.34** with interest, making approximately **\$58,879.35** in capital available to use for your next upgrade without increasing your annual payment. Since there is simply an amortization buyout, you could acquire additional equipment without increasing your annual capital lease. Ownership of the existing fleet of machines would be turned over to the District and only the new equipment would be held as collateral.

Next upgrade mirroring your existing payment schedule: 8/1/2010.

SAMPLE Amortization for Evaluation with Upgrade taking place on 8/1/2010

Compound Period: Annual

Nominal Annual Rate: 3.900%

AMORTIZATION SCHEDULE – Normal Amortization

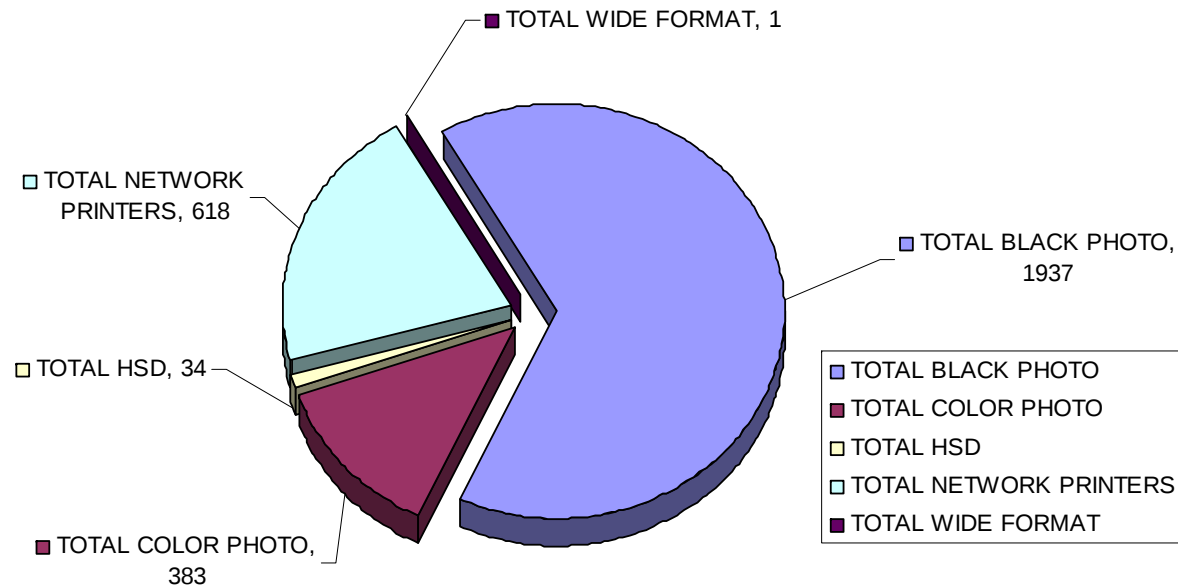
	Date	Payment	Interest	Principal	Balance
Loan	05/01/2008				\$100,000.00
1	08/01/2008	21,770.78	983.01	20,787.77	79,212.23
2	08/01/2009	21,770.78	3,089.28	18,681.50	60,530.73
3	08/01/2010	21,770.78	2,360.70	19,410.08	41,120.65
4	08/01/2011	21,770.78	1,603.71	20,167.07	20,953.58
5	08/01/2012	21,770.78	817.20	20,953.58	0.00
Grand Totals		108,853.90	8,853.90	100,000.00	

Please NOTE: This is a SAMPLE Amortization for representation purposes only. This is not your current amortization schedule.

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,267 high-end production reprographic units across the tri-state region. They are currently running 345,000,000 annual prints, culminating into over 1.7+ billion prints over five years!

SPC Total Active Equipment



Total Number of Active Equipment is 2,973

Current Manufacturers Represented (12):

- Canon
- Copystar
- Gestetner
- Konica-Minolta
- Kyocera
- Océ
- Ricoh
- Risograph
- Savin
- Sharp
- Toshiba
- Xerox

Current Vendors Represented (18):

- **A-COPI**
- BEU
- Catamount/Lockrows
- Conway
- **Ikon**
- **KMBS**
- **Levesque**
- Lyndonville
- **Océ**
- Offtech New England
- Seacoast
- Spillers
- SymQuest
- **Synnex**
- Toshiba
- UBM
- **Vary Tech**
- Xerox

Those marked in bold have won bids in the last 12 months.

Improved SPC Services

Print Management Software with its Benefits

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

Collect meter reads daily. Benefits...

- IT staff can isolate problem volume locations
- Monitor over use or under use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

Automatic service alert sent to service provider. Benefit...

- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

In 2009 we have contracted with Vary Technologies who will offer to personally install this Print Management Software for free (MAC or PC environment). In addition, they are able to service, on a cost-per-print basis, all of your legacy printers including HP, Lexmark and Brother. Vary Technologies was first contacted by Xerox on behalf of SPC clients to service all of the solid ink color units as a local service provider in an effort to improve the overall response time and reliability. As a side benefit, Vary will be able to fill a void for servicing all of our low-volume legacy printers on a cost-per-print basis that includes...

- Service
- Supplies
- Equipment

Vary Technologies will be able to provide this service at a lower cost than what most clients are paying just for supplies. This should improve the quality of service and equipment at thousands of dollars less each year!

Insurance Fund with Greater SPC Installation Monitoring

In an effort to eliminate any and all unforeseen costs incurred due to an installation, SPC is now covering the cost of shipping any equipment back to the leasing companies, electrical upgrades, computer ports and drops, and ESP surge protectors that filter out noise and protect your equipment from power surges. Based on a minimal cost per unit, SPC insures that there are no unforeseen costs after board approval.

In addition, SPC performs a Digital Needs Analysis (DNA) after board approval. We follow up with a vendor meeting and are there to manage the install. Finally, SPC audits the installation after all the dust settles to make sure all key operators have been fully trained and are happy with the install.

Our goal is to make sure that the install is a complete success without any additional cost.

SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Client, as lessee (the "Lessee"), dated beginning date, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on ending date) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "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.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. *If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.*

Vendor: _____
 Street Address: _____
 City/State/Zip: _____
 By (signature): _____
 Name: _____
 Title: _____

Lessee: _____
 Street Address: _____
 City/State/Zip: _____
 By (signature): _____
 Name: _____
 Title: _____

SPC's Dual-Layered Warranty – Purpose & Explanation

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor;** implemented in 1988
2. **ESP Electrical;** implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

SPC works into the bid with your servicing vendor a five-year warranty. As long as SPC is under contract, we will do our best to enforce these warranties even if a vendor goes into bankruptcy, gets sold, or refuses to honor the warranty. Vendor examples showing the volatility of the industry are...

1. BEU & Transco acquired by Global (Sharp, Riso and Minolta eliminated)
2. Global acquired by Xerox (Savin eliminated, with Konica Minolta hanging in the balance)
3. Offtech acquired by Toshiba (Ricoh eliminated)
4. Pitney-Bowes acquired by Imagistics (multiple lines eliminated)
5. Imagistics acquired by Océ (multiple lines eliminated)
6. Danka acquired by Konica Minolta (Canon & Toshiba eliminated)
7. Ikon acquired by Ricoh (Canon line eliminated)
8. Océ acquired by Canon (multiple lines eliminated)

All eight corporations were sold off within recent years. When this occurs, the old equipment lines are usually discarded over time, then service problems develop and warranty issues surface. In each case, SPC, at their own expense, renegotiated warranties with new entity, arranged for replacement equipment, and/or arranged for other vendors to manage the accounts, if necessary, thus re-establishing warranty coverage and stabilizing any price increases. In summary, we protect your interest and your equipment.

ESPs (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

WARRANTY SAMPLE:

WARRANTY (LEASED EQUIPMENT)

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to _____ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on _____ and terminating on _____ and such Equipment cannot be repaired promptly, Vendor promptly 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 Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) 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 A(P) attached hereto.

Vendor:	_____
Street Address:	_____
City/State/Zip:	_____
By (signature):	_____
Name:	_____
Title:	_____