•SPC•

Specialized Purchasing Consultants

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2014-2015 Annual Report

Year - End Photocopier Analysis

With projected costs for 2015-16

Daniel French
SU 06 Bennington Rutland
6378 Vermont Route 7A
Sunderland, VT 05250

October 2015

Skip Tilton
President

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Daniel French
SU 06 Bennington Rutland
6378 Vermont Route 7A
Sunderland, VT 05250

Dear Dan:

Once again, on behalf of our staff here at Specialized Purchasing Consultants, we wish to thank you for your continued confidence in us to provide our services to you and your organization. Our relationship is now 7 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

Our Annual Report is designed to provide an overview of the recent past year's reprographic equipment usage and status. We provide recommendations based on the usage to address potential problem areas in order to avoid needless down time and improve equipment reliability for years to come.

Every year we look for new ways to improve our services to save our clients time, money, and effort. Over the past years we have implemented a number of new features, such as Simplified Billing, FM Audit automatic meter reading, SPC STARDoc and recently an IT Asset Management Program, where you can visualize all of your assets laid out on an interactive floor plan that will allow you to schedule out replacement units as needed.

During the upcoming year, we have even more services to offer by way of STARDoc. Some of those new features are listed on the "New Features" page of this report. During our in-person meeting with you to review this report, we will demonstrate those new features as well as discuss your suggestions to enhance STARDoc to be even more useful and beneficial to you and your IT staff. All of these new features are at no additional charge to you.

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

"Protecting Your Copier Interests"

Table of Contents

The SPC Team…

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

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.

Sue Penney
Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Rachel Guay
Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.

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.

Joel Heffernan
Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.

The SPC Team Continued….

Charles Baca
Operational Support
I've been happily working at SPC for about 2 years, and I'm happy to be working with such an amazing staff. We have grown so much as a team since I started. I enjoy going out and meeting all of you in the field and making sure everything runs smooth. Please feel free to contact me with any questions or concerns you may have.

Robert B. Dutil
Director of Information Technology
I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Alex Webster
Operations Manager
My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer features that normally cost thousands of dollars at no additional charge for our clients.

Equipment Health Status

Total Number of Machines:	66
Total Black Photocopiers	7
Total Color Photocopiers	6
Total Black Network Printers	30
Total Color Network Printers	23
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	2
# of Units Overused:	0
# of Units Underused:	2
# of Units Connected to Network with Print and/or Scan	66
Commencement Date:	6/1/2013
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2018
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 Dan,

Overall, things look good on paper, but it has been two years since your last upgrade and you will benefit from an onsite visit and perhaps an upgrade. We should begin the process in the Fall of 2016. At that time you could address the 2 machines approaching the end of their warranty. Perhaps there are other needs that an onsite visit may be able to address as well. It is always good to stay ahead of the reliability curve.

Sincerely,
Skip

Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
SU 6 District	Check Printer	HP Laser Jet P2055	CNBJ543296	OSV	10/2008
SU 6 District	Reception Desk	HP Laser Jet P2055	CNB9L47441	OSV	10/2008

Warranty Replaced Machines

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
SU 6 District	Main Office	Toshiba e-Studio 656	SZI290327	02460	11/4/2014

ANNUAL BLACK VOLUME BY BUILDING

ANNUAL BLACK VOLUME OVERALL

% amount equals the overall
increase or decrease between
13-14 and 14-15

9%

3,000,000			
2,500,000			
2,000,000			
1,500,000			
1,000,000			
500,000			
0			
11-12	12-13	13-14	14-15
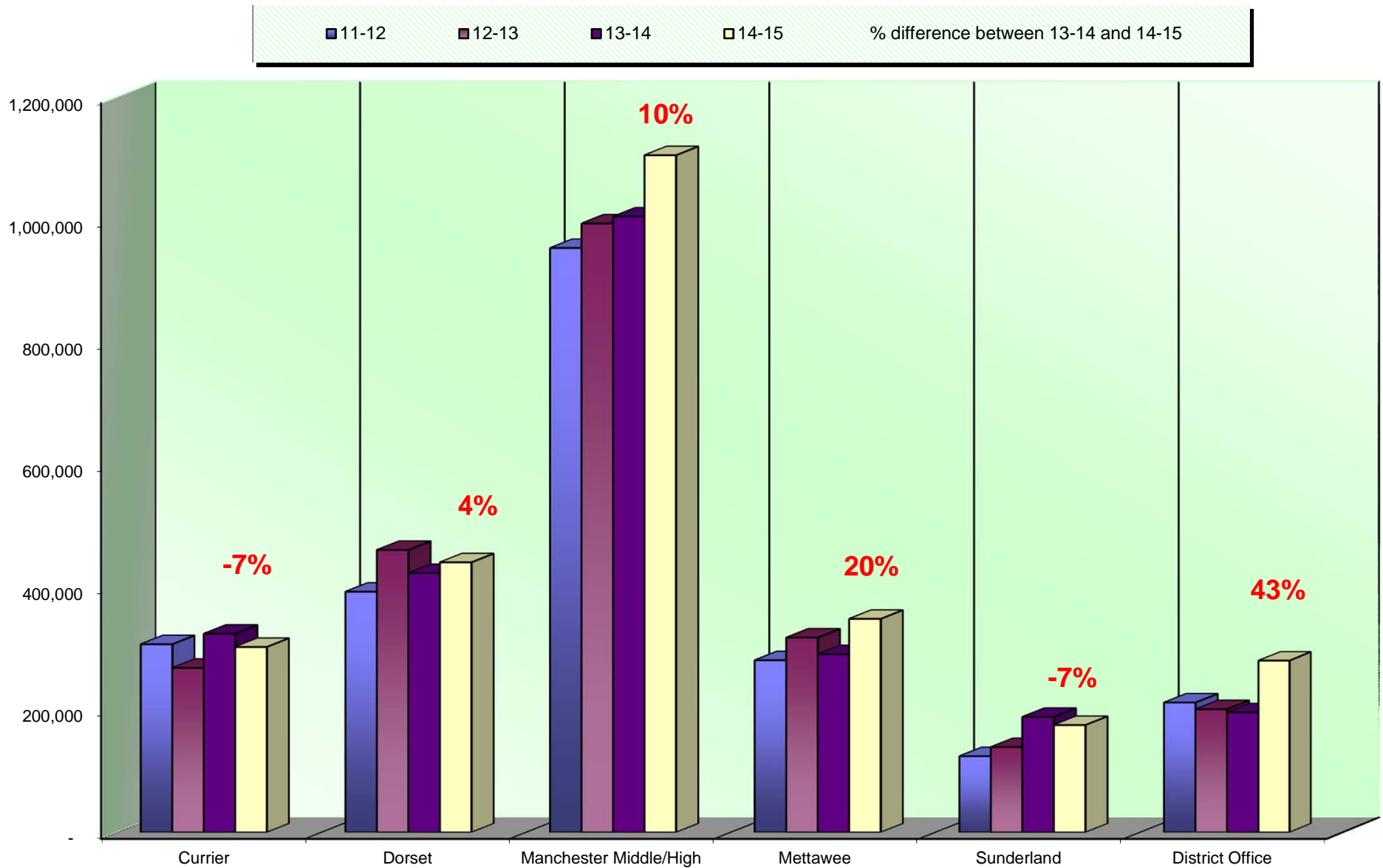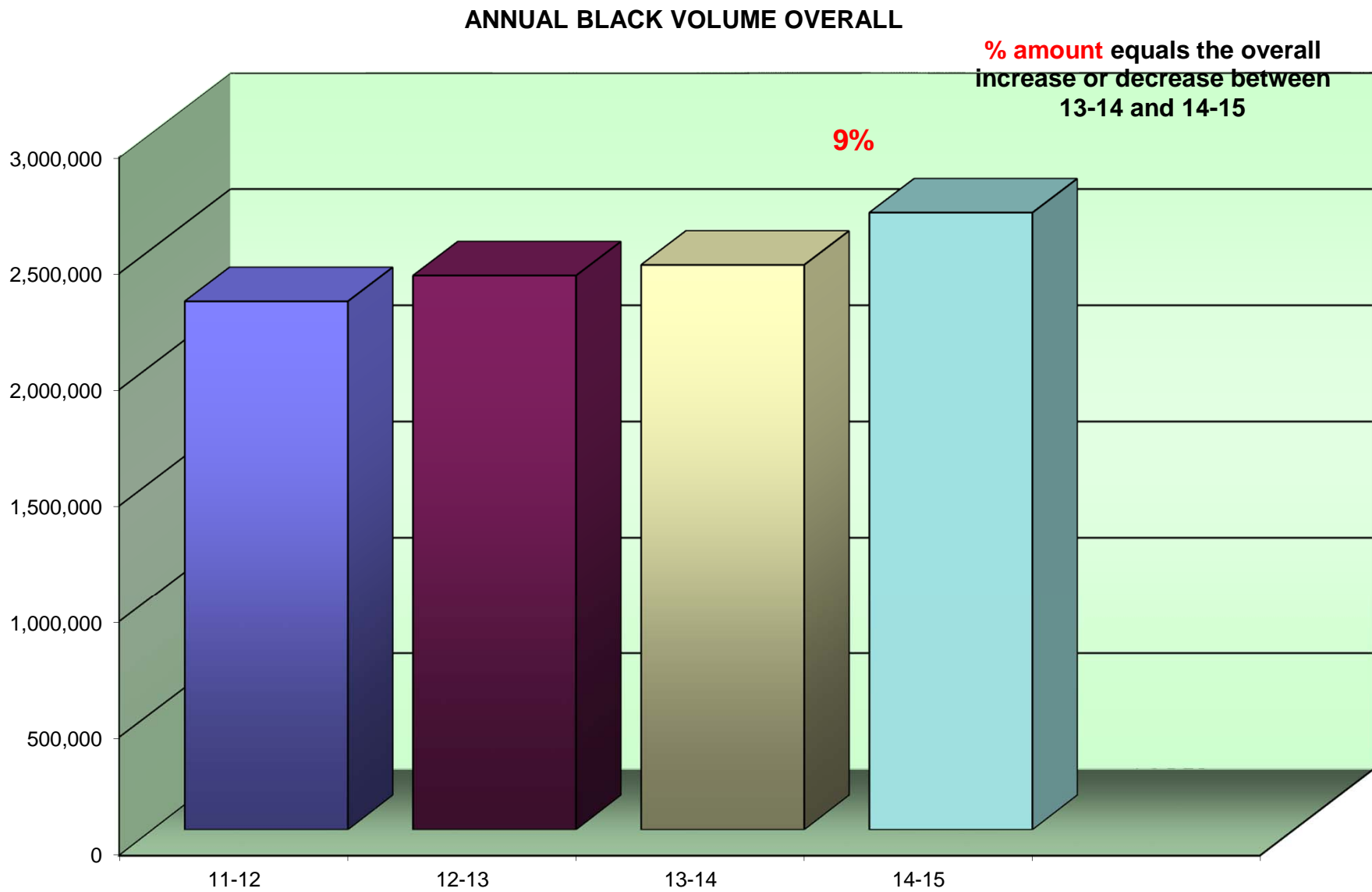
Average Student to Copy Usage – Black Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Currier Memorial	103	302,950	$6,131.00	2,941	$59.52
Dorset School	213	440,875	$8,952.47	2,070	$42.03
Manchester Elementary/Middle	385	1,104,260	$22,475.75	2,868	$58.38
Mettawee Community	200	348,748	$7,068.67	1,744	$35.34
SU 6 District	0	280,681	$5,737.85	0	$0.00
Sunderland Elementary	82	175,706	$3,551.02	2,143	$43.31
Totals	**983**	**2,653,220**	**$53,916.77**	**2,699**	**$54.85**

Cost Comparison – Black Only

This is an SPC Comparison contrasting your district with 67 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	**114,078**	**294,264,070**	**$5,363,546.52**	**2,579**	**$47.02**

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

Average Copies Per Student - Black

Year	Copies
14/15	2579
13/14	2516
12/13	2414
11/12	2331
10/11	2130

ANNUAL COLOR VOLUME BY BUILDING

Legend: ■11-12 ■12-13 ■13-14 □14-15 % difference between 13-14 and 14-15

14% 50% 21% 104% 115% 25%

Buildings: Currier Memorial, Dorset, Manchester Elm/Middle, Mettawee Comm, Sunderland, SU 6

ANNUAL COLOR VOLUME BY DISTRICT

% amount equals the overall
increase or decrease between
13-14 and 14-15

60%

350000	
300000	
250000	
200000	
150000	
100000	
50000	
0	

11-12   12-13   13-14   14-15
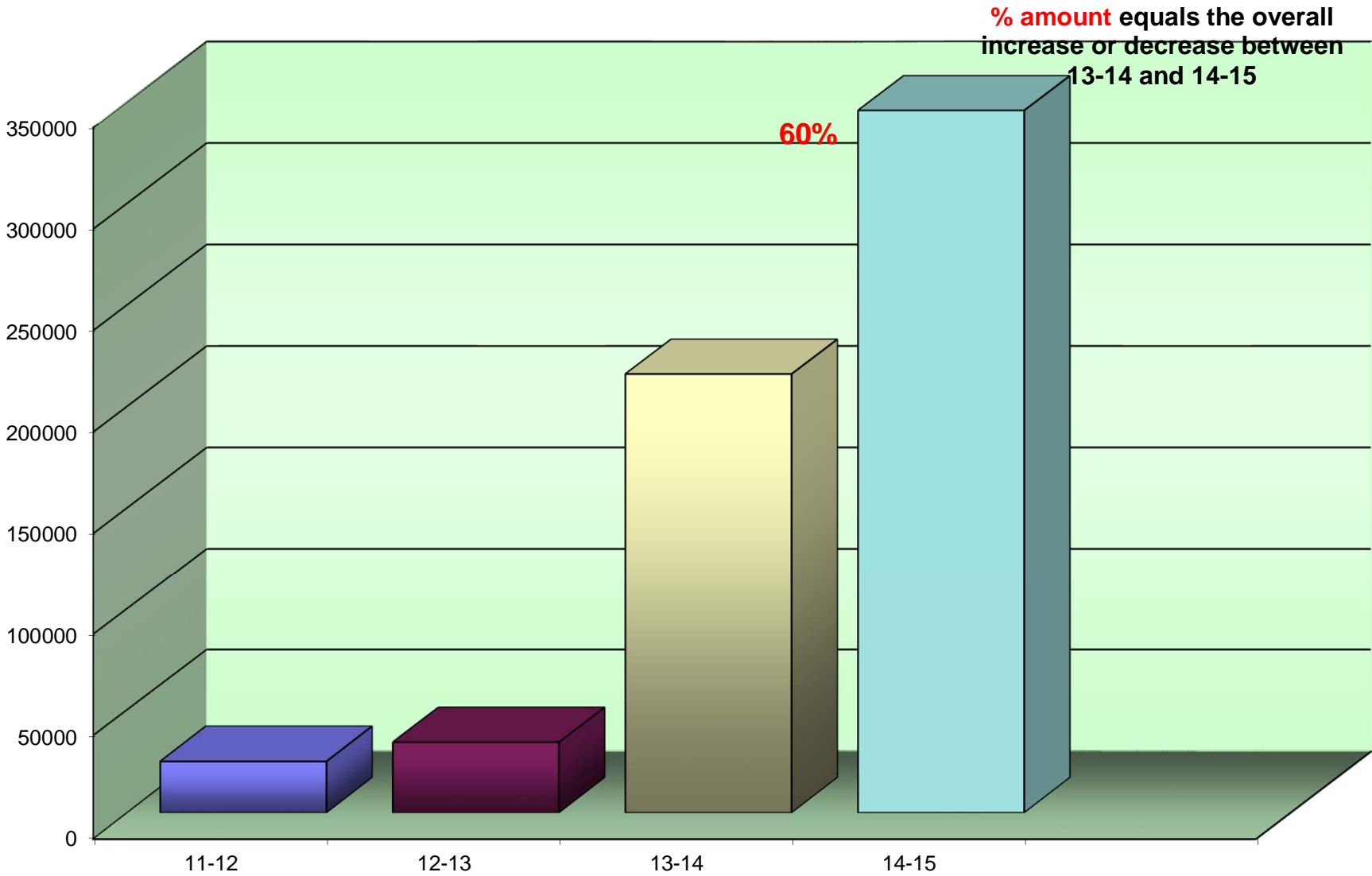
Average Student to Copy Usage – Color Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.
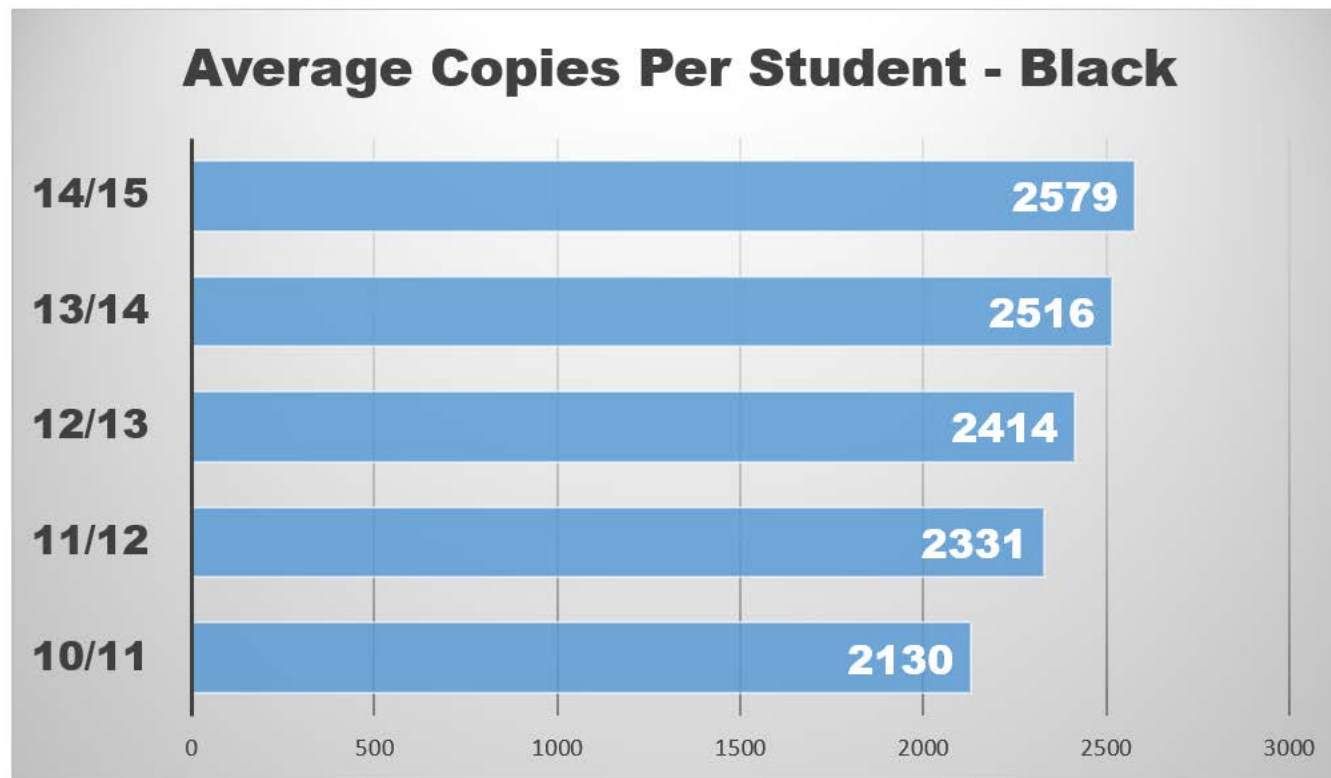
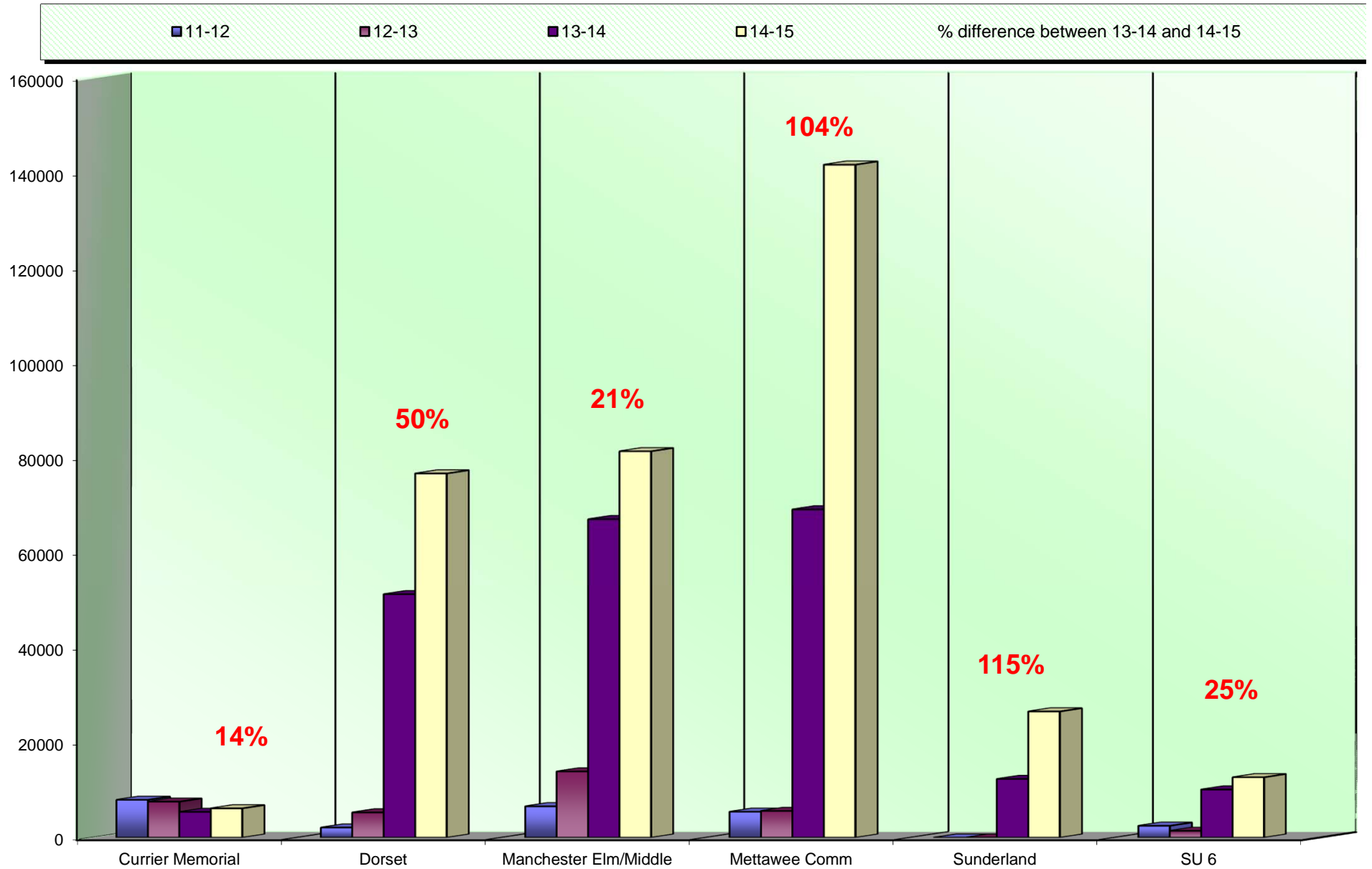| Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Currier Memorial	103	6,205	$356.04	60	$3.46
Dorset School	213	76,853	$4,198.60	361	$19.71
Manchester Elementary/Middle	385	81,521	$4,365.53	212	$11.34
Mettawee Community	200	141,721	$7,465.42	709	$37.33
SU 6 District	0	12,775	$650.89	0	$0.00
Sunderland Elementary	82	26,671	$1,398.79	325	$17.06
Totals	**983**	**345,746**	**$18,435.27**	**352**	**$18.75**

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 67 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	**114,078**	**14,258,074**	**$796,263.47**	**125**	**$6.98**

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

Average Copies Per Student - Color

14/15	125
13/14	92
12/13	72
11/12	56
10/11	49
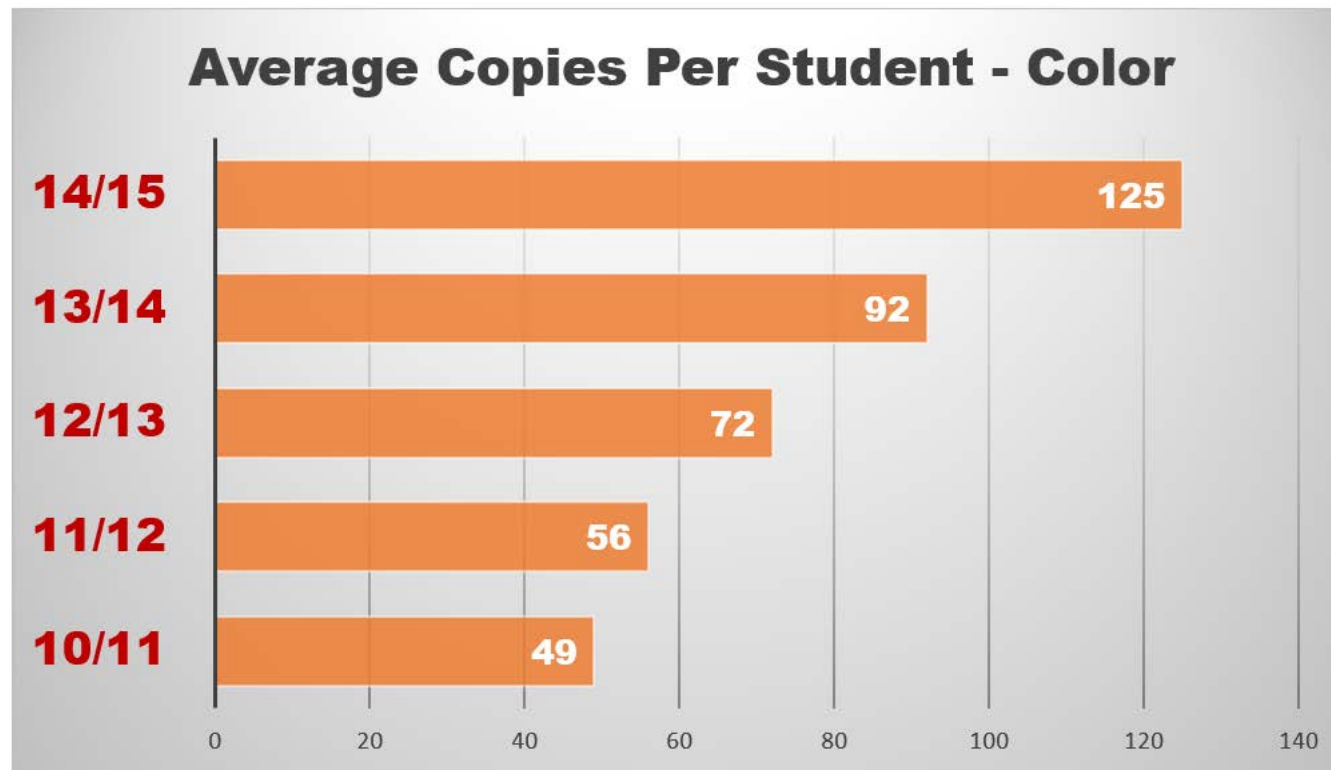
Color to Total Volume Percentage
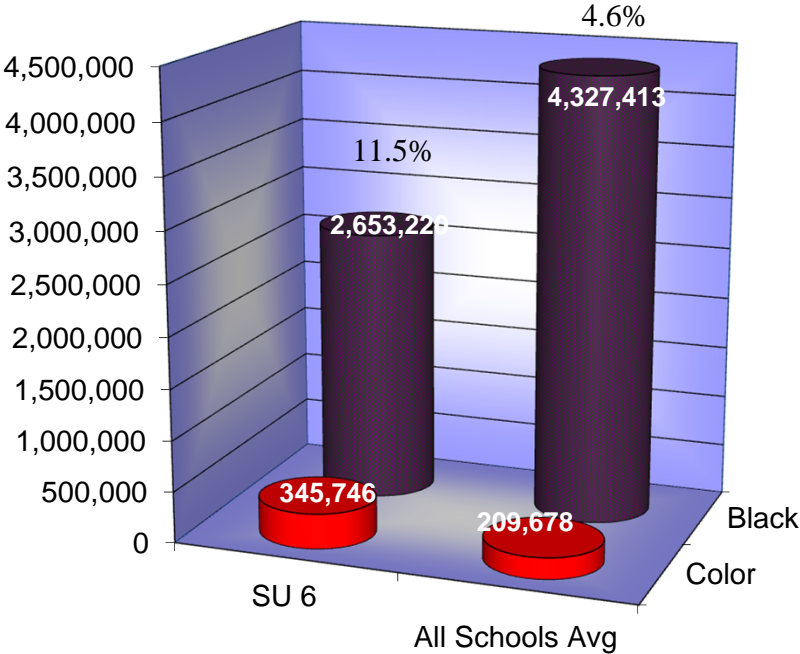
Usage Profile for Service & Supplies

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

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*	*Date of Last Upgrade: 6/1/2013*

Currier Memorial

Main Office Admin Outer Wall

	7/1/2014	6/30/2015	Annual Vol	Cost/Copy	Recommendations
Kyocera FS-C5250 / 28 PPM	12,166	24,576	12,410	$0.006380	None at this time.
O553507611 / 02486				$79.18	
500,000 / 12/2010	6,235	12,440	6,205	$0.05738	
Color Network Printer				$356.04	
/					
OSV					

Main Office Work Area Hall

	7/1/2014	6/30/2015	Annual Vol	Cost/Copy	Recommendations
Toshiba e-Studio 756 / 75 PPM	277,119	533,349	256,230	$0.004080	None at this time.
CKL211862 / 02288				$1,045.42	
4,000,000 / 02/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
OSV					

Make-Model / Speed			2014-15		
Serial Number / Vendor ID					*Date of Last Upgrade: 6/1/2013*
Life / Intro Date			*2014-15*		
Connectivity / Printer Exp Date	*7/1/2014*	*6/30/2015*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	*Recommendations*

Currier Memorial

Resource Room

Toshiba e-Studio 356 / 35 PPM	35,298	69,608	34,310	$0.004080	None at this time.
C2EC38678 / 02305				$139.98	
750,000 / 02/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
OSV					

Subtotals BW	**302,950**	**$1,264.58**	
Subtotals Color	**6,205**	**$356.04**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 6/1/2013	

Dorset School

Main Office

Toshiba e-Studio 4540c / 45 PPM	52,402	114,817	62,415	$0.003980	None at this time.
CME328786 / 01557				$248.41	
1,000,000 / 05/2011	23,001	55,851	32,850	$0.05095	
Color Photocopier				$1,673.71	
/					
OSV					

Room 11

Kyocera FS-C5250 / 28 PPM	1,106	2,566	1,460	$0.006380	None at this time.
O553507608 / 02455				$9.31	
500,000 / 12/2010	2,617	7,362	4,745	$0.05738	
Color Network Printer				$272.27	
/					
OSV					

Room 13

Kyocera FS-1370DN / 37 PPM	1,402	3,592	2,190	$0.006380	None at this time.
O653563163 / 02056				$13.97	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 6/1/2013	

Dorset School

Room 14

Kyocera FS-1370DN / 37 PPM	2,201	4,756	2,555	$0.006380	None at this time.
O653563174 / 02051				$16.30	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 16

Kyocera FS-1370DN / 37 PPM	1,228	1,396	168	$0.006380	Underused!
O653563182 / 02052				$1.07	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 17

Kyocera FS-1370DN / 37 PPM	4,403	7,688	3,285	$0.006380	None at this time.
O653563168 / 02053				$20.96	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 6/1/2013	

Dorset School

Room 2

Kyocera FS-C5250 / 28 PPM	3,380	6,300	2,920	$0.006380	None at this time.
O553507610 / 02306				$18.63	
500,000 / 12/2010	8,062	14,997	6,935	$0.05738	
Color Network Printer				$397.93	
/					
OSV					

Room 30

Kyocera FS-C5250 / 28 PPM	832	1,469	637	$0.006380	None at this time.
O553407516 / 02456				$4.06	
500,000 / 12/2010	792	2,313	1,521	$0.05738	
Color Network Printer				$87.27	
/					
OSV					

Room 31

Kyocera FS-C5250 / 28 PPM	11,185	25,420	14,235	$0.006380	None at this time.
O553407526 / 02457				$90.82	
500,000 / 12/2010	15,878	43,983	28,105	$0.05738	
Color Network Printer				$1,612.66	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations

Date of Last Upgrade: 6/1/2013

Dorset School

Room 35

Kyocera FS-C5250 / 28 PPM	378	1,108	730	$0.006380	None at this time.
O553407543 / 02458				$4.66	
500,000 / 12/2010	545	1,275	730	$0.05738	
Color Network Printer				$41.89	
/					
OSV					

Room 41

Kyocera FS-1370DN / 37 PPM	8,128	12,508	4,380	$0.006380	None at this time.
O653563173 / 02054				$27.94	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 5

Kyocera FS-C5250 / 28 PPM	2	1,097	1,095	$0.006380	None at this time.
O553407533 / 02459				$6.99	
500,000 / 12/2010	0	1,460	1,460	$0.05738	
Color Network Printer				$83.77	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 6/1/2013 Recommendations
Dorset School					
Room 60					
Kyocera FS-C5250 / 28 PPM	455	700	245	$0.006380	None at this time.
O553507607 / 02427				$1.56	
500,000 / 12/2010	443	950	507	$0.05738	
Color Network Printer				$29.09	
/					
OSV					
Teachers' Admin Up Room 25					
Toshiba e-Studio 756 / 75 PPM	336,373	680,933	344,560	$0.004080	None at this time.
CKL211873 / 02055				$1,405.80	
4,000,000 / 02/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
OSV					

	Subtotals BW	**440,875**	**$1,870.50**
	Subtotals Color	**76,853**	**$4,198.60**

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 6/1/2013 Recommendations
Manchester Elementary/Middle					
Early Education Room 150					
Kyocera FS-C5250 / 28 PPM	514	695	181	$0.006380	None at this time.
O553507654 / 02020				$1.15	
500,000 / 12/2010	2,492	3,608	1,116	$0.05738	
Color Network Printer				$64.04	
/					
OSV					
Main Office Room 136					
Toshiba e-Studio 4540c / 45 PPM	112,363	220,038	107,675	$0.003980	None at this time.
CME238899 / 01612				$428.55	
1,000,000 / 05/2011	34,291	82,836	48,545	$0.05095	
Color Photocopier				$2,473.37	
/					
OSV					
Nurse/Health Office Room 143					
Kyocera FS-1370DN / 37 PPM	421	1,151	730	$0.006380	None at this time.
O653563347 / 02037				$4.66	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 6/1/2013 Recommendations
Manchester Elementary/Middle					
Principal's Office Room 122					
Kyocera FS-C5250 / 28 PPM	2,270	3,365	1,095	$0.006380	None at this time.
O553507652 / 02728				$6.99	
500,000 / 12/2010	3,416	6,336	2,920	$0.05738	
Color Network Printer				$167.55	
/					
OSV					
Resource Room/Staff Lounge					
Toshiba e-Studio 856 / 85 PPM	442,476	898,726	456,250	$0.004080	None at this time.
CREC12859 / 02284				$1,861.50	
4,000,000 / 02/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
OSV					
Room 018					
Kyocera FS-1370DN / 37 PPM	2,391	6,406	4,015	$0.006380	None at this time.
O653563362 / 02277				$25.62	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 6/1/2013	

Manchester Elementary/Middle

Room 027

Kyocera FS-1370DN / 37 PPM	3,356	6,276	2,920	$0.006380	None at this time.
O653563371 / 02279				$18.63	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 028

Kyocera FS-1370DN / 37 PPM	5,579	12,149	6,570	$0.006380	None at this time.
O653563353 / 02280				$41.92	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 028-B

Kyocera FS-1370DN / 37 PPM	8,543	11,828	3,285	$0.006380	None at this time.
O653563370 / 02281				$20.96	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 6/1/2013 Recommendations
Manchester Elementary/Middle					
Room 127					
Kyocera FS-1370DN / 37 PPM	3,469	6,024	2,555	$0.006380	None at this time.
O653563357 / 02282				$16.30	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					
Room 128					
Kyocera FS-C5250 / 28 PPM	2,572	6,587	4,015	$0.006380	None at this time.
O553507655 / 02729				$25.62	
500,000 / 12/2010	5,966	13,996	8,030	$0.05738	
Color Network Printer				$460.76	
/					
OSV					
Room 131					
Kyocera FS-1370DN / 37 PPM	5,852	15,707	9,855	$0.006380	None at this time.
O653563366 / 02283				$62.87	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed					*Date of Last Upgrade: 6/1/2013*
Serial Number / Vendor ID					
Life / Intro Date			*2014-15*		
Connectivity / Printer Exp Date	*7/1/2014*	*6/30/2015*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	*Recommendations*
Manchester Elementary/Middle					
Room 142					
Kyocera FS-1370DN / 37 PPM	1,511	2,606	1,095	$0.006380	None at this time.
O653563349 / 02555				$6.99	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					
Room 146					
Kyocera FS-1370DN / 37 PPM	129	1,224	1,095	$0.006380	None at this time.
O653563343 / 02038				$6.99	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					
Room 148					
Kyocera FS-1370DN / 37 PPM	1,742	5,392	3,650	$0.006380	None at this time.
O653563365 / 02039				$23.29	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 6/1/2013* **Recommendations**
Manchester Elementary/Middle					
Room 153A					
Kyocera FS-C5250 / 28 PPM	154	307	153	$0.006380	None at this time.
O553507658 / 02022				$0.98	
500,000 / 12/2010	250	720	470	$0.05738	
Color Network Printer				$26.97	
/					
OSV					
Room 155					
Kyocera FS-1370DN / 37 PPM	2,018	4,938	2,920	$0.006380	None at this time.
O653563166 / 02040				$18.63	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					
Room 161					
Kyocera FS-C5250 / 28 PPM	439	1,169	730	$0.006380	None at this time.
O553507596 / 02023				$4.66	
500,000 / 12/2010	1,866	5,516	3,650	$0.05738	
Color Network Printer				$209.44	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations

Date of Last Upgrade: 6/1/2013

Manchester Elementary/Middle

Room 163

Kyocera FS-1370DN / 37 PPM	662	2,487	1,825	$0.006380	None at this time.
O653563177 / 02041				$11.64	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 166

Kyocera FS-C5250 / 28 PPM	5,940	10,320	4,380	$0.006380	None at this time.
O553507614 / 02024				$27.94	
500,000 / 12/2010	13,361	26,136	12,775	$0.05738	
Color Network Printer				$733.03	
/					
OSV					

Room 211

Kyocera FS-1370DN / 37 PPM	8,433	16,463	8,030	$0.006380	None at this time.
O653563356 / 02276				$51.23	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 6/1/2013	

Manchester Elementary/Middle

Room 215

Kyocera FS-C5250 / 28 PPM	657	1,387	730	$0.006380	None at this time.
O553507650 / 02302				$4.66	
500,000 / 12/2010	4,430	7,350	2,920	$0.05738	
Color Network Printer				$167.55	
/					
OSV					

Room 216/218

Kyocera FS-1370DN / 37 PPM	13,148	27,383	14,235	$0.006380	None at this time.
O653563363 / 02278				$90.82	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 219

Kyocera FS-1370DN / 37 PPM	2,415	14,460	12,045	$0.006380	None at this time.
O653563369 / 02930				$76.85	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
					Date of Last Upgrade: 6/1/2013

Manchester Elementary/Middle

Room 221

Kyocera FS-C5250 / 28 PPM	774	1,504	730	$0.006380	None at this time.
O553507594 / 02021				$4.66	
500,000 / 12/2010	1,181	2,276	1,095	$0.05738	
Color Network Printer				$62.83	
/					
OSV					

Room 227

Kyocera FS-1370DN / 37 PPM	2,323	5,608	3,285	$0.006380	None at this time.
O653563358 / 02731				$20.96	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 229

Kyocera FS-1370DN / 37 PPM	637	803	166	$0.006380	Underused!
O653563359 / 02732				$1.06	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 6/1/2013	

Manchester Elementary/Middle

Room 232

Kyocera FS-1370DN / 37 PPM	3,160	4,985	1,825	$0.006380	None at this time.
O653563361 / 02017				$11.64	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 238

Kyocera FS-1370DN / 37 PPM	4,144	13,999	9,855	$0.006380	None at this time.
O653563360 / 02297				$62.87	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Room 239

Kyocera FS-1370DN / 37 PPM	3,006	6,656	3,650	$0.006380	None at this time.
O653563364 / 01659				$23.29	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 6/1/2013 Recommendations
Manchester Elementary/Middle					
Staff Room 228					
Toshiba e-Studio 856 / 85 PPM	362,995	797,710	434,715	$0.004080	None at this time.
CREC12823 / 00910				$1,773.64	
4,000,000 / 02/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
OSV					

Subtotals BW	**1,104,260**	**$4,737.54**
Subtotals Color	**81,521**	**$4,365.53**

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 6/1/2013 Recommendations
Mettawee Community					
Administrative Office					
Kyocera FS-C5250 / 28 PPM	2,909	7,654	4,745	$0.006380	None at this time.
O553507657 / 02045				$30.27	
500,000 / 12/2010	3,119	9,689	6,570	$0.05738	
Color Network Printer				$376.99	
/					
OSV					
Cart					
Kyocera FS-C5250 / 28 PPM	1,152	2,977	1,825	$0.006380	None at this time.
O553407538 / 02047				$11.64	
500,000 / 12/2010	3,775	9,980	6,205	$0.05738	
Color Network Printer				$356.04	
/					
OSV					
Hall					
Kyocera FS-C5250 / 28 PPM	8,968	16,998	8,030	$0.006380	None at this time.
O553407536 / 02046				$51.23	
500,000 / 12/2010	18,414	37,394	18,980	$0.05738	
Color Network Printer				$1,089.07	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 6/1/2013 Recommendations
Mettawee Community					
Lunch Office Pantry					
Kyocera FS-1370DN / 37 PPM	1,900	4,090	2,190	$0.006380	None at this time.
O653563169 / 02049				$13.97	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					
Main Office					
Toshiba e-Studio 756 / 75 PPM	248,904	539,809	290,905	$0.004080	None at this time.
CKL211838 / 01556				$1,186.89	
4,000,000 / 02/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
OSV					
Principal's Office					
Kyocera FS-1370DN / 37 PPM	1,700	3,525	1,825	$0.006380	None at this time.
O653563178 / 02048				$11.64	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 6/1/2013 Recommendations
Mettawee Community					
Room 106					
Kyocera FS-C5250 / 28 PPM	544	824	280	$0.006380	None at this time.
O553507609 / 02042				$1.79	
500,000 / 12/2010	943	2,418	1,475	$0.05738	
Color Network Printer				$84.64	
/					
OSV					
Room 109					
Kyocera FS-C5250 / 28 PPM	274	427	153	$0.006380	None at this time.
O553507606 / 02043				$0.98	
500,000 / 12/2010	1,693	3,432	1,739	$0.05738	
Color Network Printer				$99.78	
/					
OSV					
Speech Office					
Kyocera FS-C5250 / 28 PPM	1,068	2,633	1,565	$0.006380	None at this time.
O553507595 / 02044				$9.98	
500,000 / 12/2010	4,058	7,150	3,092	$0.05738	
Color Network Printer				$177.42	
/					
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
				Date of Last Upgrade: 6/1/2013	
Mettawee Community					
Teachers' Work Room					
Toshiba e-Studio 4540c / 45 PPM	23,909	61,139	37,230	$0.003980	None at this time.
CME328862 / 01559				$148.18	
1,000,000 / 05/2011	37,309	140,969	103,660	$0.05095	
Color Photocopier				$5,281.48	
/					
OSV					

Subtotals BW	**348,748**	**$1,466.58**	
Subtotals Color	**141,721**	**$7,465.42**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 6/1/2013* Recommendations
SU 6 District					
Check Printer					
HP Laser Jet P2055 / 33 PPM	36,527	46,017	9,490	$0.011220	7 years from Intro.
CNBJ543296 / 02259				$106.48	
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					
Main Office					
Toshiba e-Studio 5540c / 55 PPM	130,177	279,827	149,650	$0.004080	None at this time.
CBL114305 / 03271				$610.57	
3,000,000 / 05/2011	149,538	153,188	3,650	$0.05095	
Color Photocopier				$185.97	
/					
OSV					
Toshiba e-Studio 656 / 65 PPM	138,983	211,249	72,266	$0.004080	Traded
SZI290327 / 02460				$294.85	
3,000,000 / 02/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
					Date of Last Upgrade: 6/1/2013
SU 6 District					
Main Office Hallway					
Toshiba e-Studio 4540c / 45 PPM	40,895	87,250	46,355	$0.003980	None at this time.
CME328823 / 00616				$184.49	
1,000,000 / 05/2011	10,189	19,314	9,125	$0.05095	
Color Photocopier				$464.92	
/					
OSV					
Reception Desk					
HP Laser Jet P2055 / 33 PPM	104,012	106,932	2,920	$0.011220	7 years from Intro.
CNB9L47441 / 02260				$32.76	
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Subtotals BW	**280,681**	**$1,229.15**	
Subtotals Color	**12,775**	**$650.89**	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*

Date of Last Upgrade: 6/1/2013

Sunderland Elementary

Lab

HP Color Laser Jet M451dn / 21 PPM	1,241	1,382	141	$0.011220	None at this time.
CNBH307067 / 02262				$1.58	
500,000 / 02/2012	2,377	2,768	391	$0.15300	
Color Network Printer				$59.82	
/					
OSV					

Principal's Office

Toshiba e-Studio 3040c / 30 PPM	11,222	21,807	10,585	$0.003980	None at this time.
CND328637 / 02304				$42.13	
750,000 / 05/2011	11,196	37,476	26,280	$0.05095	
Color Photocopier				$1,338.97	
/					
OSV					

Secretary Admin

Kyocera FS-1370DN / 37 PPM	3,768	8,878	5,110	$0.006380	None at this time.
O653563167 / 02303				$32.60	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 6/1/2013	

Sunderland Elementary

Teachers' Room

	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Toshiba e-Studio 556 / 55 PPM	173,133	333,003	159,870	$0.004080	None at this time.
CGEC16791 / 02462				$652.27	
3,000,000 / 02/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
OSV					

Subtotals BW	**175,706**		**$728.58**	
Subtotals Color	**26,671**		**$1,398.79**	

District Wide Black Totals	2,653,220	$11,296.93
District Wide Color Totals	345,746	$18,435.27

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 3/15/2008 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2014-15 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
2,653,220	$0.01679	$44,547.56

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
2,653,220	$0.00426	$11,302.72	$33,244.85	$166,224.23

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $33,244.85 x 7 years as a Client = $232,713.93 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Currier Memorial	302,950	$1,264.58	$1,503.24	$3,363.18	$6,131.00
Dorset School	440,875	$1,870.50	$2,187.62	$4,894.35	$8,952.47
Manchester Elementary/Middle	1,104,260	$4,737.54	$5,479.34	$12,258.88	$22,475.75
Mettawee Community	348,748	$1,466.58	$1,730.49	$3,871.60	$7,068.67
Sunderland Elementary	175,706	$728.58	$871.85	$1,950.59	$3,551.02
SU 6 District	280,681	$1,229.15	$1,392.74	$3,115.96	$5,737.85
Total	**2,653,220**	**$11,296.93**	**$13,165.28**	**$29,454.56**	**$53,916.77**

SPC Equipment Bids:

Presently our Bids are coming in at 14.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at $6,333 with a Retail Cost

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Currier Memorial	6,205	$356.04
Dorset School	76,853	$4,198.60
Manchester Elementary/Middle	81,521	$4,365.53
Mettawee Community	141,721	$7,465.42
Sunderland Elementary	26,671	$1,398.79
SU 6 District	12,775	$650.89
Total	**345,746**	**$18,435.27**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. No CPC increase for current year .

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Office Systems of Vermont	Black Network Printer	115,309	$0.00638	$735.67	$0.00638	$735.67
Office Systems of Vermont	Black Network Printer	12,410	$0.01122	$139.24	$0.01122	$139.24
Office Systems of Vermont	Black Photocopier	2,049,106	$0.00408	$8,360.35	$0.00408	$8,360.35
Office Systems of Vermont	Color Network Printer	62,344	$0.00638	$397.75	$0.00638	$397.75
Office Systems of Vermont	Color Network Printer	141	$0.01122	$1.58	$0.01122	$1.58
Office Systems of Vermont	Color Photocopier	264,260	$0.00398	$1,051.75	$0.00398	$1,051.75
Office Systems of Vermont	Color Photocopier	149,650	$0.00408	$610.57	$0.00408	$610.57
Total		**2,653,220**	**$0.00426**	**$11,296.93**	**$0.00426**	**$11,296.93**

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. No CPC increase for current year.

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Office Systems of Vermont	Color Network Printer	121,245	$0.05738	$6,957.04	$0.05738	$6,957.04
Office Systems of Vermont	Color Network Printer	391	$0.15300	$59.82	$0.15300	$59.82
Office Systems of Vermont	Color Photocopier	224,110	$0.05095	$11,418.40	$0.05095	$11,418.40
Total		**345,746**	**$0.05332**	**$18,435.27**	**$0.05332**	**$18,435.27**

Reprographic Equipment Assessment

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

Total Number of Units	**66**
Total Number of Units on Lease	**60**
Total Number of Units Owned	**6**
Lease Company	**Northway Bank**
Lease Start Date	**6/1/2013**
Lease End Date	**8/1/2017**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$29,454.56**
Remaining Payments	**2**

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

Leased Equipment

Building	Make/Model	Serial Number
Currier Memorial	Toshiba e-Studio 756	CKL211862
Currier Memorial	Toshiba e-Studio 356	C2EC38678
Currier Memorial	Kyocera FS-C5250	Q553507611
Dorset School	Kyocera FS-C5250	Q553407533
Dorset School	Kyocera FS-C5250	Q553507607
Dorset School	Kyocera FS-C5250	Q553407543
Dorset School	Kyocera FS-C5250	Q553407526
Dorset School	Kyocera FS-C5250	Q553407516
Dorset School	Toshiba e-Studio 756	CKL211873
Dorset School	Kyocera FS-1370DN	Q653563168
Dorset School	Kyocera FS-1370DN	Q653563182
Dorset School	Kyocera FS-1370DN	Q653563174
Dorset School	Kyocera FS-1370DN	Q653563163
Dorset School	Toshiba e-Studio 4540c	CME328786
Dorset School	Kyocera FS-C5250	Q553507608
Dorset School	Kyocera FS-C5250	Q553507610
Dorset School	Kyocera FS-1370DN	Q653563173
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563362
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563347
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563349
Manchester Elementary/Middle	Toshiba e-Studio 4540c	CME238899
Manchester Elementary/Middle	Kyocera FS-C5250	Q553507652
Manchester Elementary/Middle	Kyocera FS-C5250	Q553507655
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563366

Building	Make/Model	Serial Number
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563370
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563371
Manchester Elementary/Middle	Toshiba e-Studio 856	CREC12859
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563365
Manchester Elementary/Middle	Kyocera FS-C5250	Q553507654
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563353
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563360
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563343
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563364
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563361
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563363
Manchester Elementary/Middle	Kyocera FS-C5250	Q553507650
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563356
Manchester Elementary/Middle	Kyocera FS-C5250	Q553507614
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563359
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563358
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563369
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563177

Building	Make/Model	Serial Number
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563166
Manchester Elementary/Middle	Kyocera FS-C5250	Q553507596
Manchester Elementary/Middle	Kyocera FS-C5250	Q553507658
Manchester Elementary/Middle	Kyocera FS-C5250	Q553507594
Mettawee Community	Kyocera FS-C5250	Q553407536
Mettawee Community	Toshiba e-Studio 4540c	CME328862
Mettawee Community	Kyocera FS-C5250	Q553507595
Mettawee Community	Kyocera FS-C5250	Q553507606
Mettawee Community	Toshiba e-Studio 756	CKL211838
Mettawee Community	Kyocera FS-C5250	Q553507609
Mettawee Community	Kyocera FS-C5250	Q553507657
Mettawee Community	Kyocera FS-1370DN	Q653563169
Mettawee Community	Kyocera FS-C5250	Q553407538
Mettawee Community	Kyocera FS-1370DN	Q653563178
SU 6 District	Toshiba e-Studio 4540c	CME328823
Sunderland Elementary	Toshiba e-Studio 556	CGEC16791
Sunderland Elementary	Toshiba e-Studio 3040c	CND328637
Sunderland Elementary	Kyocera FS-1370DN	Q653563167

Owned Equipment

Building	Make/Model	Serial Number
Manchester Elementary/Middle	Kyocera FS-1370DN	Q653563357
Manchester Elementary/Middle	Toshiba e-Studio 856	CREC12823
SU 6 District	Toshiba e-Studio 5540c	CBL114305
SU 6 District	HP Laser Jet P2055	CNB9L47441
SU 6 District	HP Laser Jet P2055	CNBJ543296
Sunderland Elementary	HP Color Laser Jet M451dn	CNBH307067

SERVICE AND SUPPLY CONTRACT - CLIENT

Specialized Purchasing Consultants ("SPC") hereby contracts with _____ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
 Client

By:

Title:

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

WARRANTY

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;

2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

AGREED AND ACCEPTED BY:
Vendor

By: John Cox

Title: Market Vice President

Date:

Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature:

StarDoc User Names

Name	User Name
Amanda Bickford	abickford@brsu.org
Brooke DeBonis	bdebonis@brsu.org
Carolyn Parillo	cparillo@brsu.org
Celeste Keel	celeste.keel@brsu.org
Daniel French	dmfrench
K Leggett	kleggett@brsu.org
Katie Murphy	kmurphy@brsu.org
Kelly Ahlfeld	kahlfeld@brsu.org
Melody Troy	mtroy@brsu.org
Phyllis Tate	ptate@brsu.org
Rosanna Moran	rmoran@brsu.org
Sarah Merrill	smerrill@manchesterschools.org
Seth Bonnett	sbonnett@brsu.org
Sue Wilborn	sue.wilborn@brsu.org
V Lehr	vlehr@brsu.org
Vicky Pratt	vpratt@brsu.org

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

2012 STARDOC created

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013 Daily Tracking

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014 Monthly Audits

- Allows user to see monthly snapshot of current usage and estimated projections

2015 New Mapping Options & Asset Management

- Allows mapping of other IT devices (Wireless Access Points, IP Camera, Projectors, VOIP phones
- IT Asset Management tracks all IT purchases, warranty expirations, etc.

SPC · specialized purchasing consultants
STAR Doc · system for tracking and reporting documents

New Feature: IT Asset Management

- **Keep Track of your IT Purchases**
- **Budget for Future Needs**
- **Map Out Your IT Devices on Floor Plans**

IT Asset Management

Legend: < 1 year 1-3 years > 3 years

Filters

Type: (All) / Black Laser MFP / Black Network Printer / Black Photocopier

Warranty End: (All) / 2002-10-01 / 2013-04-01 / 2014-10-01

[Search]

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Type	Make	Model	Introduced	Purchased	Warranty End	Est. Replacement Cost	Est. Replacement Date
Black Laser MFP	Oce	VL3200x	2010-08-01		2020-08-01	LEASE	
Black Network Printer	HP	Laser Jet 4m	1992-10-01		2002-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1300	2003-04-01		2013-04-01	LEASE	
Black Network Printer	HP	Laser Jet 1320TN	2004-10-01		2014-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Photocopier	Savin	8055	2006-07-01		2016-07-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Color Network Printer	Xerox	6180DN	2007-02-01		2017-02-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Photocopier	Canon	IRC5045	2009-10-01		2019-10-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Digital Projector	Dell	1220		2015-02-02	2019-02-02	$600	2019/09/01
Digital Projector	Dell	1220		2015-02-02	2019-02-02	$600	2019/02/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	$300	2016/09/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	$300	2016/08/01
Server	Dell	Optiplex 332		2015-08-02	2018-08-02	$2850	2018/09/02
Server	HP	ProLiant DL360 Gen9		2015-09-01	2018-09-01	$2850	2018/10/01
Switch	Cisco	Catalyst 6800ia		2015-08-02	2018-09-02	$4856	2018/09/02

New Feature: IT Asset Management

Building: Bass Elementary
Room: Hallway 4

Model: TP-LINK 2000 NAT+

Type: Wireless Access Point
Serial Number: 234
IP Address: 192.168.1.2
MAC Address: ABC123

Management URL: 192.168.1.2:28684
Hostname: HALL4
Domain: Primary
Date Purchased: 2015-03-31
Warranty Expiration: 2016-03-30

Notes: Another custom note

Instructions

To view the device information click on a device icon.

To move a device to a new location click and drag an icon from its current location to a new location

When you drop the device at its new location a window will be displayed to enter the new room number or name. Click the OK button to confirm the room change. Click the cancel button to return the device to its orginal location.

Legend:

📞 **Voip Phone**

📶 **Wireless Access Point**

📷 **IP Camera**

🖥 **Server**

🔀 **Switch**

Device Table

☐ Enable Row Hover
Search:

ID	Room	Make	Model	Connectivity
3	Library	Canon	IRC5045	Networked
3	Library2	Canon	IRC5045	Networked
8	Special Education Room 302	Konica Minolta	BH421	Networked
9	Room 300 Hall	Konica Minolta	BH421	Networked
10	testing room change emails...	Konica Minolta	BH421	Networked
299	Room 300	Canon	LPB5460	Networked
304	Children	Oce	VL3200x	Networked
305	Health Occupation	Canon	LPB5460	Networked
307	Child Care	Canon	LPB5460	Networked
312	313	Canon	LPB5460	Networked

Showing 1 to 10 of 10 entries

Room	Make	Model
Hallway 4	TP-LINK	2000
Teachers	Polycom	VVX 410
Room 28	Dell	1220
Main Hall	Foscam	FI8910W
Room 29	Dell	1220
Library	Dell	1220
Library	Polycom	VVX 410
Main Office	Polycom	VVX 410
Hall A	Foscam	FI8910W
Hall B	Foscam	FI8910W

Edit Other Devices

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 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.

➤ 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 STAR Doc Software

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

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

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

3. Simplified Billing Program

➤ Removes the confusion out of billing.

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

➤ With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.

➤ Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

➤ SPC's staff surveys key locations that determine life of existing equipment.

➤ Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.

➤ Manages the entire bid process down to the install.

5. Annual Report

➤ A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage

➤ You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

➤ SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.

➤ We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.
Based on current actual volumes and CPCs, SPC has generated
Annual Savings of almost $3.5 million for all of our clients.
That translates into Savings of more than $17.2 million over five years!

SPC Values Our Vendors

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

- Opportunities brought to you – Hundreds of machines each year: In 2013 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices & contracts.

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments…Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

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

SPC manages over 3,700 pieces of equipment;
Our relationship with our vendors has never been *stronger*!