

SU 06 – Bennington Rutland
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Sunderland, VT 05250
Five-Year Basis beginning with the 2018/2019 Fiscal Year
Copies-per-Year: 2,387,400

Present vs. Proposed Recommendations as of 7/1/2018

PRESENT SITUATION

- 1) Guarantees on Photocopiers...<Done
- 2) Annual Price Ceilings Left... <Done
- 3) High Volume Console Units...5
- 4) Units to be Traded...66
- 5) Photocopiers...13
- 6) Color Photocopiers...6
- 7) MFP's... 0
- 8) Printers...54
- Total number of Units...67
- 9) Duplex's...64
- 10) Finisher's...11

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Photo's...Five+ Years
- 2) 5% or CPI Annual Ceilings, whichever is less...Five+ Years
- 3) High Volume Console Units with 3 Million plus...4
- 4) Replaced 59 New
- 5) Photocopiers...13 with Secure Print/Confidential Mailbox
- 6) Color Photocopiers...7
- 7) MFP's... 0
- 8) Printers...48
- Total number of Units...61 closing out 6 units
- 9) Duplex's... 61
- 10) Finisher's... 13

Overall Description of Equipment Fleet:

Presently, you have **Three Different Manufacturers & 11 different Models**. The new arrangement will shift to one vendor servicing everything with as few models as possible. This will greatly reduce cost and improve reliability. In addition, we will implement google cloud print on all devices that will continue to cut back on your overall printing.

Capital:

Presently, your **one** municipal lease has been paid off. With the new arrangement, you will again have **one** 'municipal' master lease at 3.69% interest. Your first of five annual lease payments will be due on **August 1st 2018**. A legal opinion from SPC's bond counsel (John Larouche in Augusta ME) will be done on this lease transaction. This will assure that all documents are prepared correctly and signed by the appropriate City and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district. At your own expense, you can have your own bond counsel also review the documents which would simply duplicate this service.

Service & Supplies:

Considering all your consumable cost centers including service you are averaging **\$0.004698 for black and \$0.056260 for Color**. The new contract will come in at a CPC of **\$0.003468 for Black and \$0.036301 for Color**.

Vendor Packages:

SPC will has brought Five different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District. (**One other Strong Option is KMBS with Konica Minolta at \$53,193.10**).

	<u>Cost Center</u>	<u>Present</u>	<u>Proposed (National w/Kyocera)</u>	<u>OSV (Current w/Toshiba & Kyocera)</u>
1.	Service & Supplies Color Photo only	\$21,513.06	\$13,880.80	\$14,974.34
2.	Service & Supplies Black Photo only	\$9,420.09	\$6,953.81	\$6,468.60
3.	Annual Muni Lease	\$29,454.56	\$27,209.12	\$29,216.82
4.	Forced Upgrades (#18 Owned Equipment)	<u>\$1,800.00</u>	<u>\$00.00</u>	<u>\$00.00</u>
	Totals	\$61,287.71	\$48,043.73	\$50,659.76

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all the equipment that is under their factory authorized ability to service. They will provide one easy 'Cost per Copy' billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th 2019**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Wiping out old data on trade out units has been included in the package.