·SPC·

Specialized Purchasing Consultants
1491 East Side River Road
Dummer, NH 03588
(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

Randall Morton
SU 22 Franklin West
4497 HighbridgeÄÜ[æd
Fairfax, VT 05454

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

September 2019

Randall Morton
SU 22 Franklin West
4497 Highbridge Road
Fairfax, VT 05454

Skip Tilton
President

Corporate Office:
1491 East Side River Road
Dummer, NH 03588
(800) 750-1538

VISIT US ON THE WEB:
www.spccopypro.com

Dear Randˆ :

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is now 12 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New **Five-Year Fleet Management** interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.

Jessica Paradis
Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.

Pam Weed
Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

Robert Dutil
Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.

Jamin Tilton
Operations Support

Jamin plays a vital role in performing onsite surveys and equipment installation audits. He also assists with contact information updates.

James Cartwright
Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.

Heidi Tilton
Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

Equipment Health Status

Total Number of Machines: 53

Total Black Photocopiers:	11
Total Color Photocopiers:	3
Total Black Network Printers:	30
Total Color Network Printers:	9
Total Removed From Service:	0

# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	1
# of Units Overused:	0
# of Units Underused:	3
Commencement Date:	08/02/2016
# of Annual Payments Left on Lease:	2
All Warranties and Service Contracts Expire:	06/30/2022
SPC's FM Audit Print Management Software Loaded:	Yes
Printer Contract Signed:	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Randall,

It has been three years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 1 machine that is nearing the end of warranty. There are 3 machines being underused that we are flagging in the Usage Profile section. Also, keep in mind there are some powerful print management software such as 'Right-Sized Papercut' which will be included at no extra charge with your next upgrade. (See page #12)
In order to stay ahead of your reliability curve, that upgrade could take place as early as the Summer of 2019. In that way you would only have one lease payment that would be carried over. I am confident that there are other needs that an onsite visit will be able to address.

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 22 District Office	Accounts Payable	HP Laser Jet 600 M602	CNCCF2S1JC	OSV	11/01/2011

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
EPSON WF-100 Series	EPEEFDF1ENSN3	192.168.111.80	2019-08-18 08:24:14
HP COLOR LaserJet 2600n	CNGC65P1NX	10.11.0.151	2019-09-10 08:20:01
HP COLOR LaserJet M553	JPBCK140C3	10.11.0.209	2019-09-10 08:20:01
HP Designjet T120	CN73D8M02P	172.17.30.23	2019-09-10 08:20:01
HP LASERJET 200 COLOR M251NW	CND1H49732	172.17.137.73	2019-09-10 08:20:01
HP Officejet Pro 8610	CN5CNF32M4	172.17.30.38	2019-08-18 08:24:14

SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power obtaining competitive rates on leases, equipment, and service and supply contracts.

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Initiated 5% cost per print annual increase cap

2001 Solid-Ink Printers and Meter Collection

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002 Bond Counsel Review

- Added Bond Counsel Review to endure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003 Contracts and Warranties Updated

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option.
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business.

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience.

2007 Insurance Fund

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs).

2012 STARDoc - Print Management Software Developed and Implemented

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced

SPC Timeline

2013　STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014　STARDoc - Monthly Audits

- Users can see a monthly snapshot of current usage and estimated projections

2015　STARDoc - Mapping Options and Asset Management

- Allows mapping of other IT devices (Wireless Access Points, IP Cameras, Projectors, VoIP Phones, etc.)
- IT Asset Management tracks all IT purchases, warranty expirations, etc.

2018　STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier

2019　STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

2020　SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.

Cost Projection by Department or Building

Who Benefits? Accounts Payable, Business Manager, and Superintendent

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and trotal costs district wide
- Volume or cost pages allow you to pinpoint specific machines on the floor plans
- Timeline - allowing you to go back to see how your budget compares to previous years

Map your devices on Floorplans

Who Benefits? Business Manager, IT

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device information tab will allow you to easily access the web interface of the printer/copier
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- Paper trail of device locations after summer break
- Will show Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

Who Benefits? Business Manager and IT

- Control Access and Permissions to STARDoc
- Toggle Email all (Toner, Service Monthly Audits)

STARDoc Features

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Tracks additional non-contract devices
- IP Addresses and MAC addresses automatically imported
- Strikethrough on machines that have been removed

Monthly Audits

Who Benefits? Business Manager and Superintendent

- Monthly Cost Snapshot
- Shows amount of devices not reporting to help improve accuracy of projections

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

STARDoc Features

Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing

- Print to a single global queue, walk up, and collect at any device.
- Application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD).
- Allows users to print at any area within the building as long as the MFD has the features needed by the user.

Over-Budget Report

- Catch overused equipment early, before equipment begins to break down due to overuse.
- Request service history on any machine right through STARDoc.
-

Over Budget

Room:	Room 201 Principal's Office
Make & Model:	Canon IRC5051
Serial Number:	GQM65369
IP Address:	172.16.10.145
Projected Amount Over Budget:	$404

This building's average color prints per student is 314
The industry average for color prints per student is 185

Previous   Next

Check Black/Color Default   Close

In The Pipeline...

Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas.'Right Size Papercut' will help to eliminate overused color copiers!

Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

For example: If your 2019-20 color district budget is 100,000 prints and your current color CPC is $.045 CPC, that equals $4,500 dollars in color usage alone. Last year, 83,000 students experienced a 19% average increase in color usage (See chart Industry Average Copies per Student – Color). Based on a 19% average annual increase, your Annual Cost for Year Five would mushroom to $10,738, assuming no CPC increase takes please in the interim. Obviously, gaining control of your color usage is critical!

Problematic Machines:

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

Annual Black Volume by Location

2% 8% -4% -4% 0% 11%

School Yr
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

Bellows Free Academy Elementary

Bellows Free Academy High

Bellows Free Academy Middle

Fletcher Elementary

Georgia Elementary & Middle

SU 22 District Office
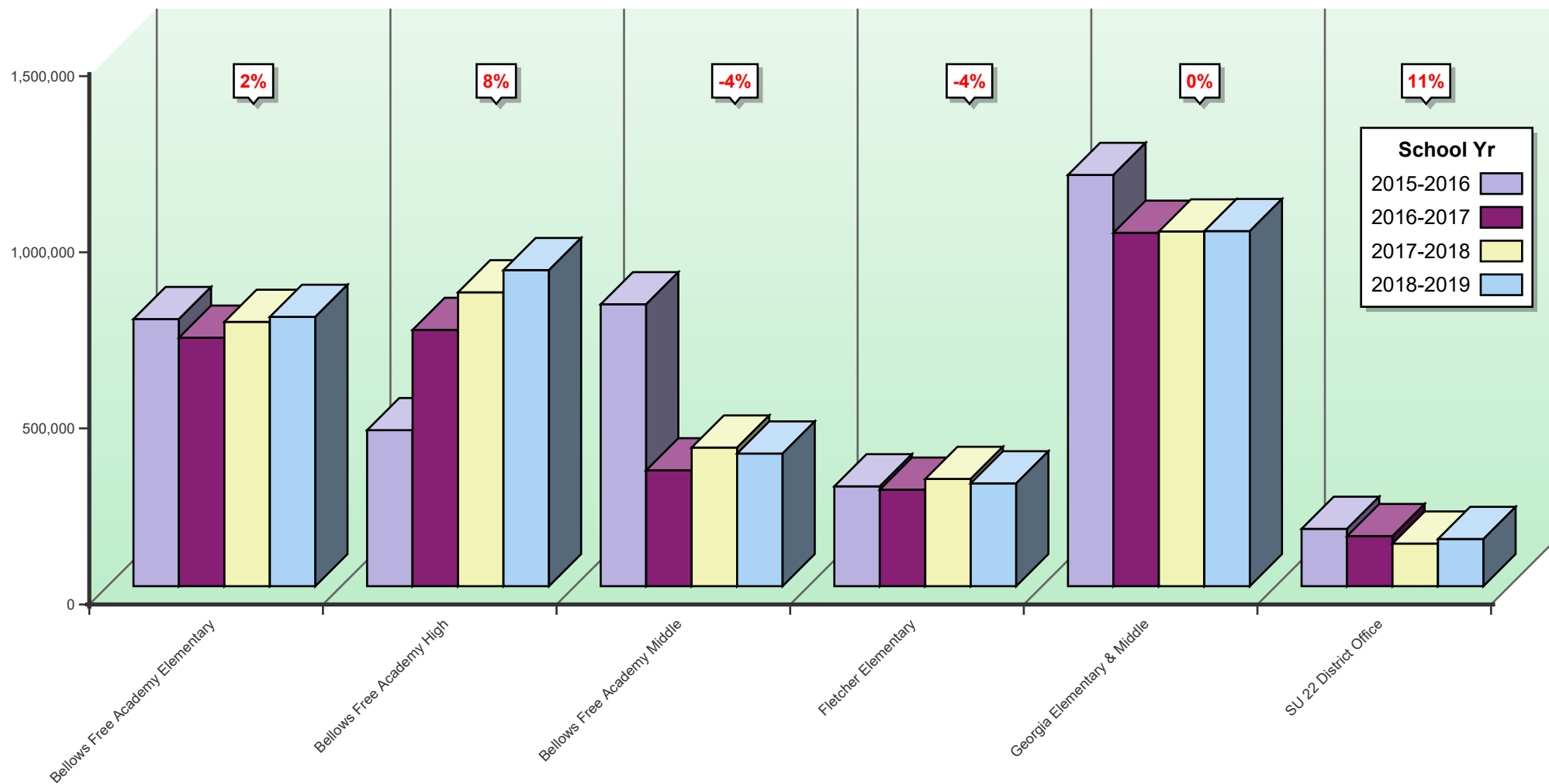
Annual Black Volume Overall

School Year
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

2%

% amount equals the overall increase or decrease between Previous Year & Current Year
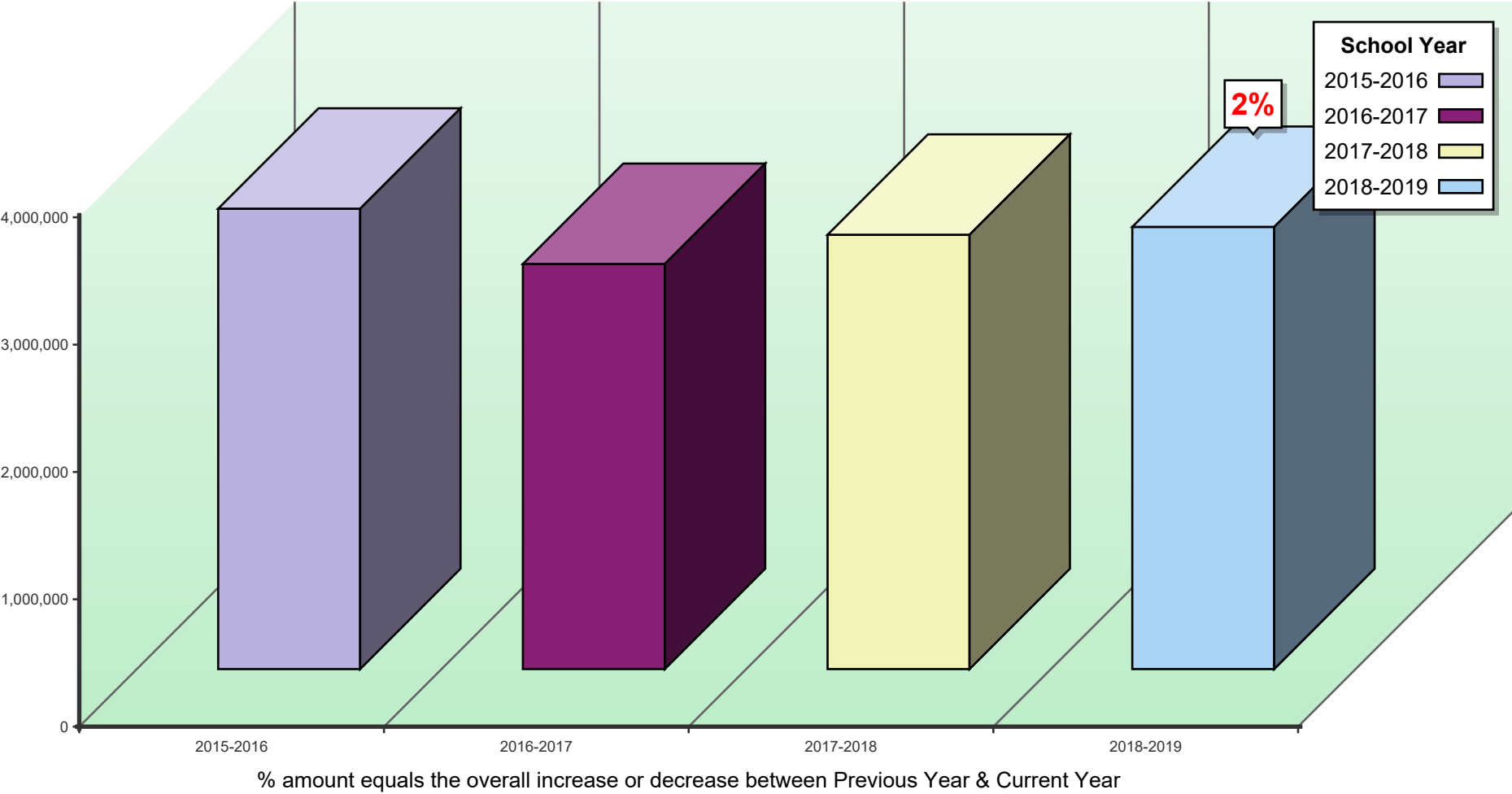
Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bellows Free Academy Elementary	370	764,630	$14,107.01	2,067	$38.13
Bellows Free Academy High	285	897,371	$16,860.87	3,149	$59.16
Bellows Free Academy Middle	258	376,600	$6,929.56	1,460	$26.86
Fletcher Elementary	113	291,919	$5,537.59	2,583	$49.01
Georgia Elementary & Middle	665	1,008,160	$18,513.12	1,516	$27.84
SU 22 District Office	0	134,021	$2,683.41	0	$0.00
Totals	**1,691**	**3,472,701**	**$64,631.56**	**2,054**	**$38.22**

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

Industry Average Copies per Student - Black

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	192,210,359	$4,000,539.34	2,291	$47.68

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

Average Copies Per Student - Black

Annual Color Volume by Location

School Year
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

43% 16% 84% -23% -8% 14%

Bellows Free Academy Elementary

Bellows Free Academy High

Bellows Free Academy Middle

Fletcher Elementary

Georgia Elementary & Middle

SU 22 District Office
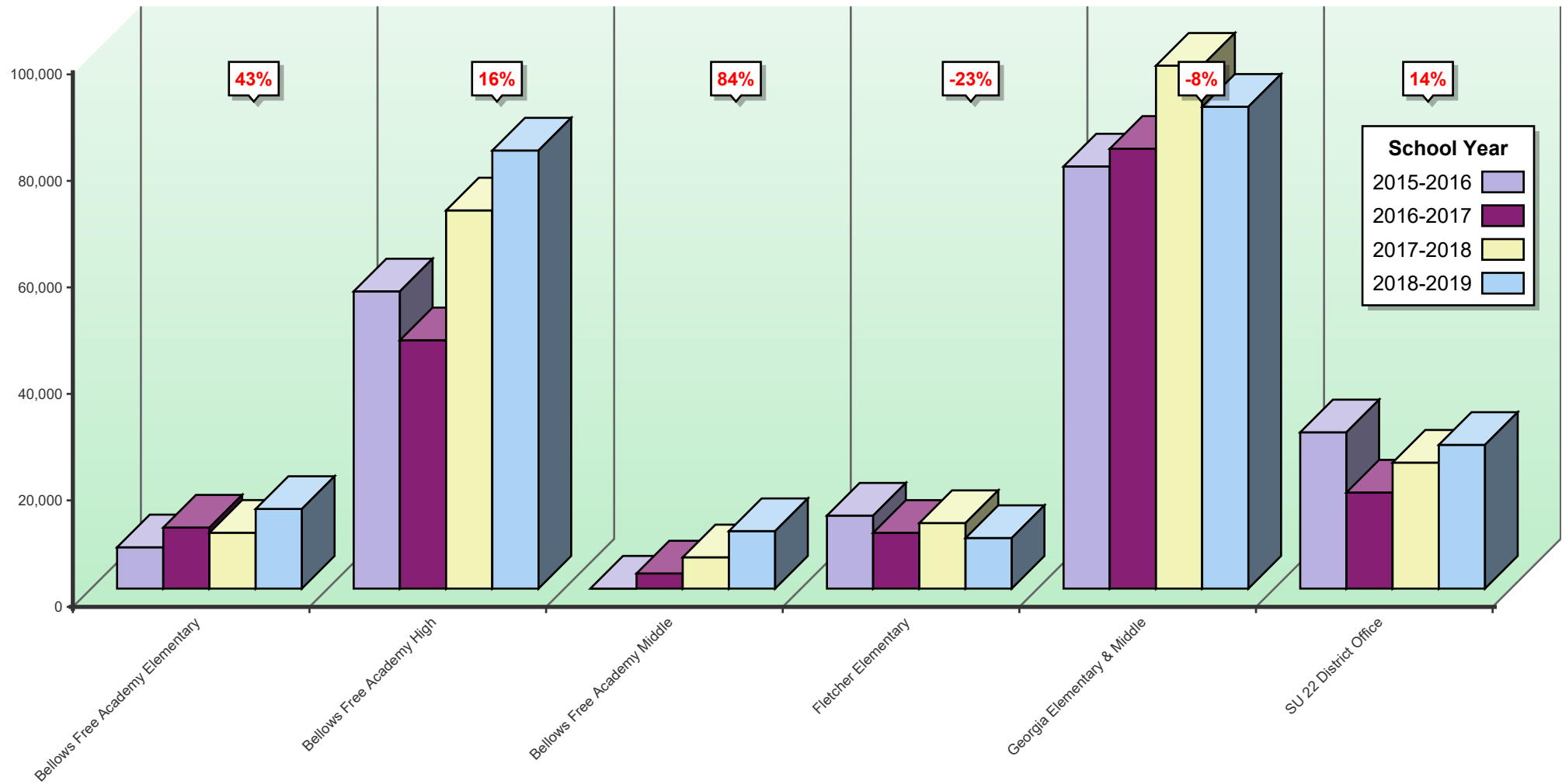
Annual Color Volume Overall

% amount equals the overall increase or decrease between Previous Year & Current Year
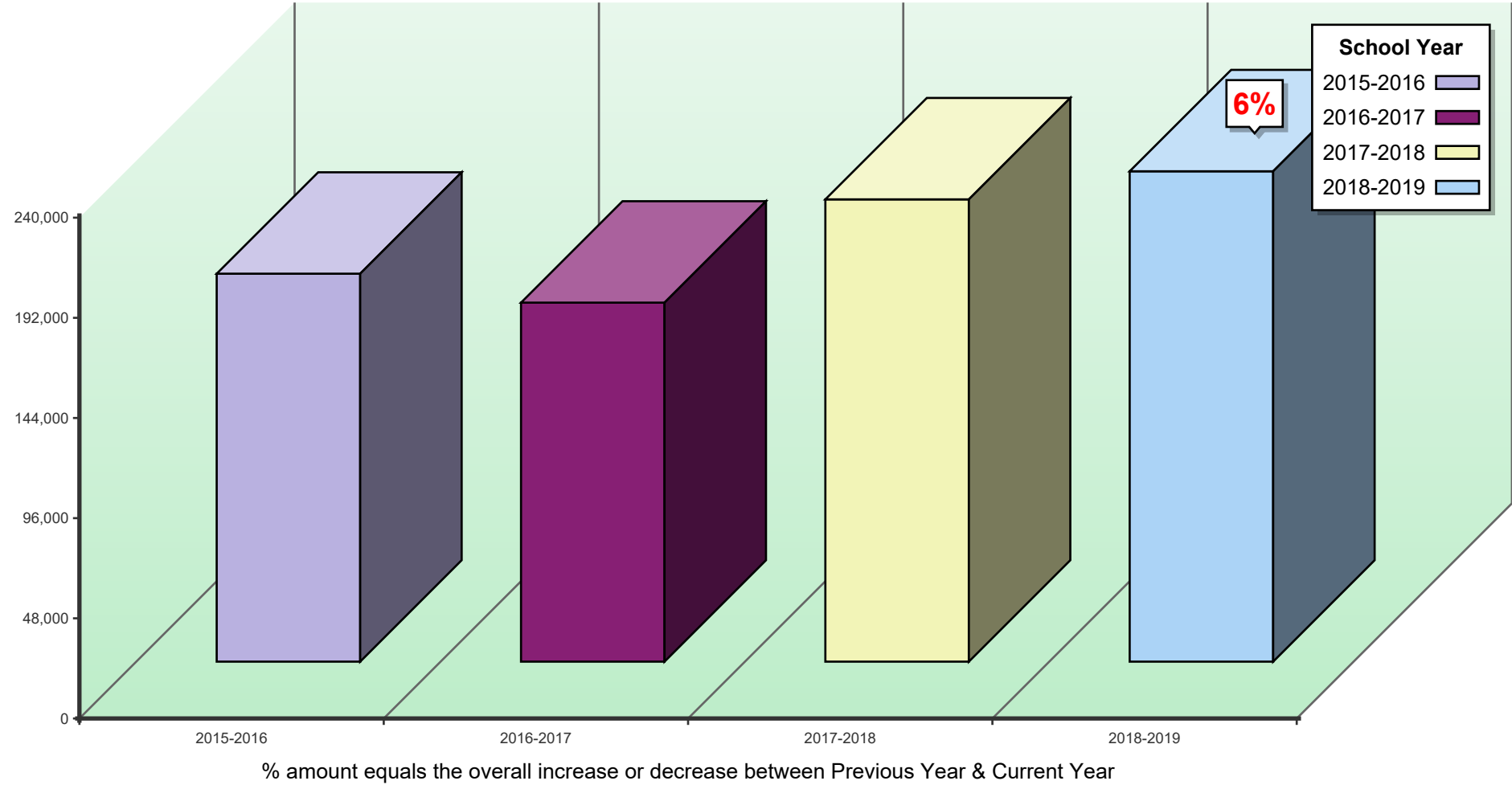
Average Student-to-Copy Usage - Color

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
Bellows Free Academy Elementary	370	14,956	$1,304.76	40	$3.53
Bellows Free Academy High	285	82,267	$4,372.53	289	$15.34
Bellows Free Academy Middle	258	10,794	$941.67	42	$3.65
Fletcher Elementary	113	9,499	$828.69	84	$7.33
Georgia Elementary & Middle	665	90,484	$5,428.02	136	$8.16
SU 22 District Office	0	26,989	$1,286.57	0	$0.00
Totals	**1,691**	**234,989**	**$14,162.24**	**139**	**$8.38**

*Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

Note: STARDoc tool will flag any future high color usage. See page 11 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 139 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

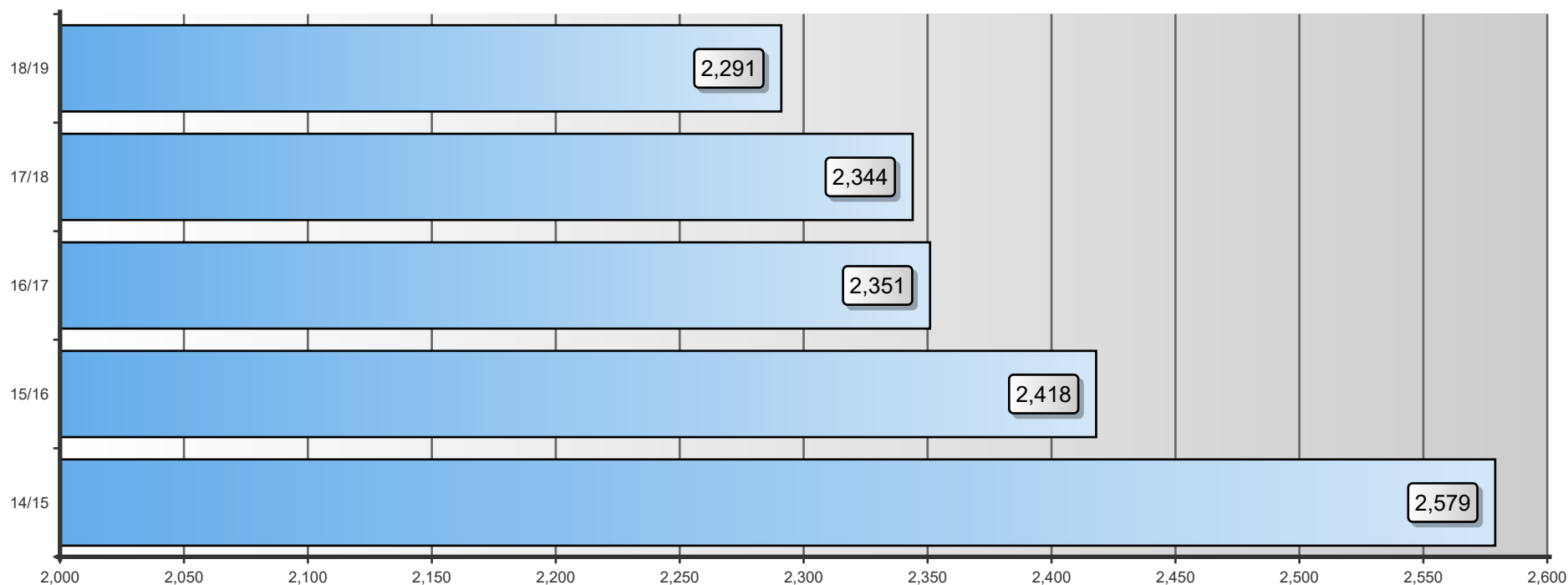|		
District Wide Black Totals	*3,472,701*	*$11,831.37*
District Wide Color Totals	*234,989*	*$13,885.34*

Industry Average Copies per Student - Color

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	18,097,200	$926,143.97	216	$11.04

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

Year	Value
Projected 20/21	306
Projected 19/20	257
18/19	216
17/18	185
16/17	167
15/16	137
14/15	125
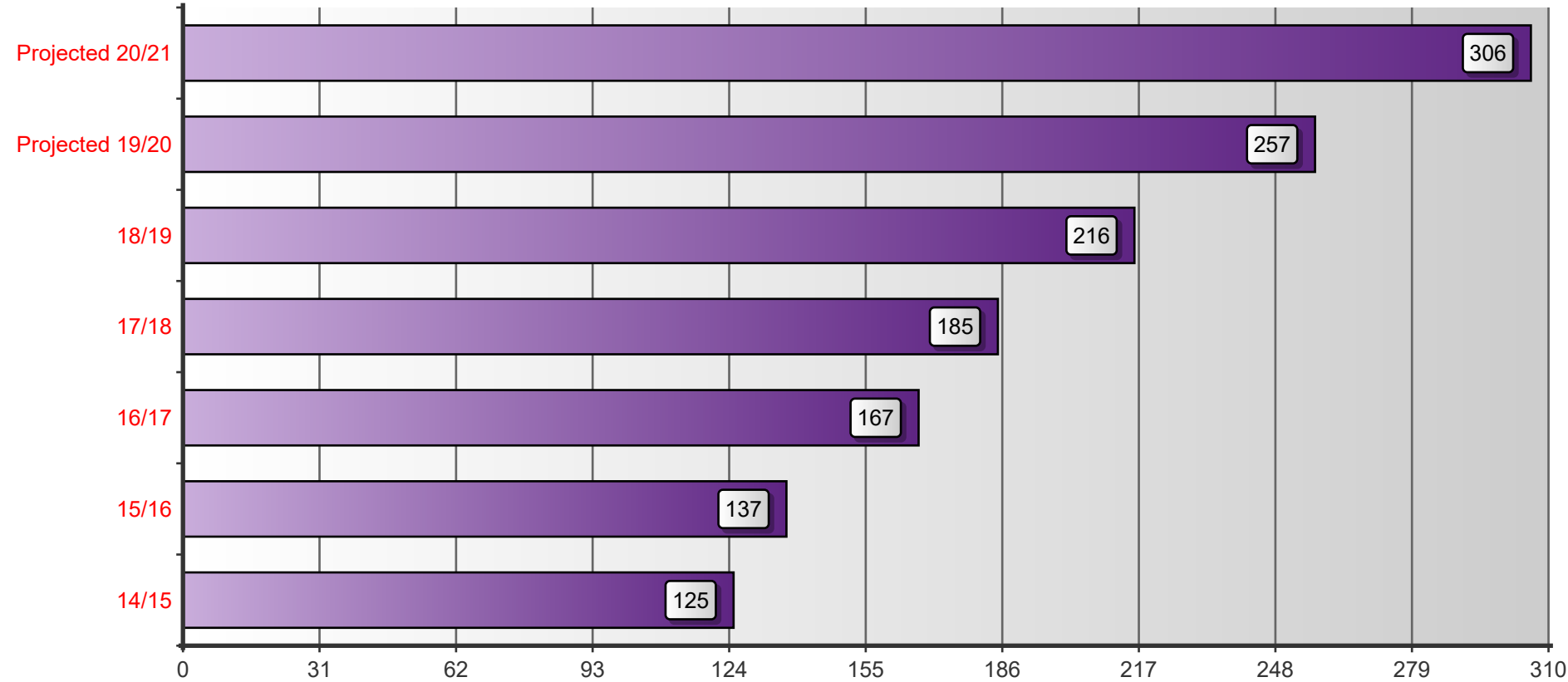
Color-to-Total Volume Comparison

6.3%

3,472,701

234,989

3,696,353

8.6%

348,023

Volumes
Black
Color

4,000,000

3,000,000

2,000,000

1,000,000

0

SU 22 Franklin West

All Schools Average
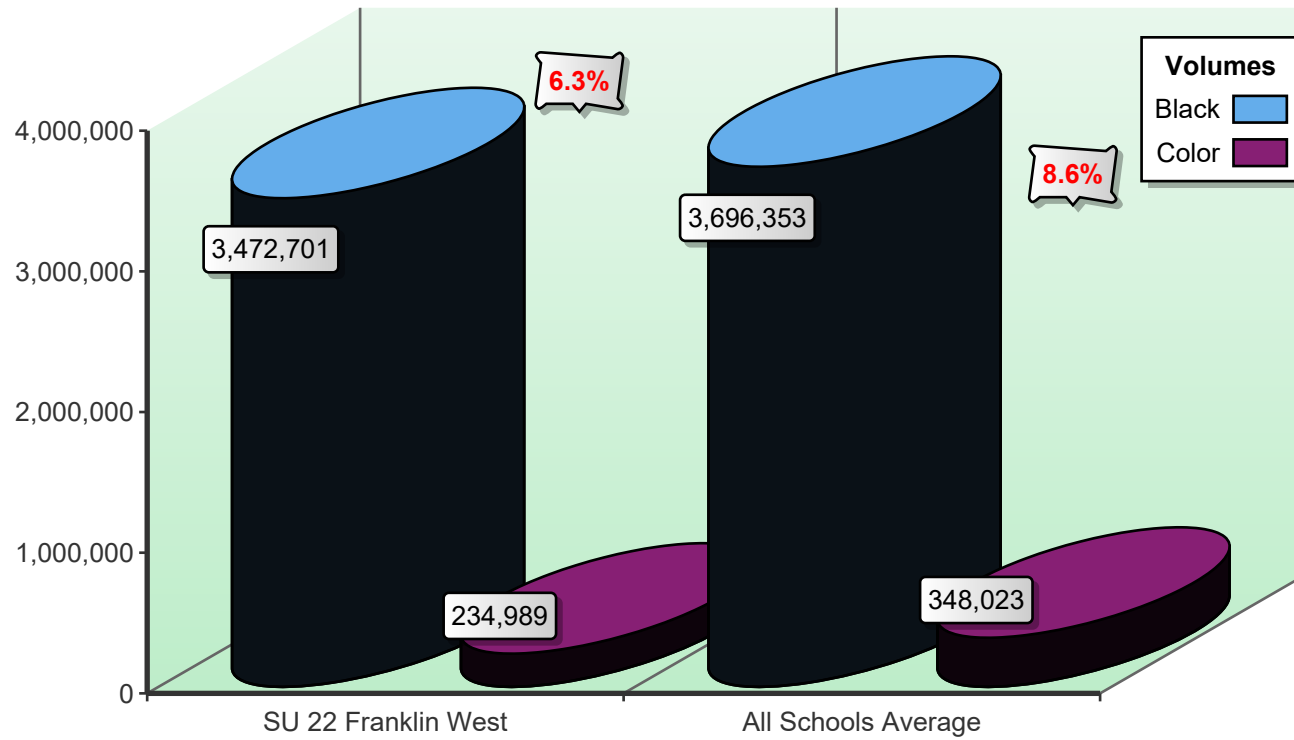
Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 08/02/2016

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Bellows Free Academy Elementary					
2nd Floor Printing Alcove					
Kyocera P2135DN / 37 PPM	45,409	65,185	19,776	$0.00856	None at this time.
LVK6542897 / 04072				$169.28	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Main Office					
Toshiba e-Studio 857 / 85 PPM	872,822	1,299,177	426,355	$0.00295	None at this time.
SAAF90306 / 03958				$1,257.75	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Main Office					
Kyocera P6130cdn / 32 PPM	8,732	13,977	5,245	$0.01053	None at this time.
V5Q6403096 / 03914				$55.23	
750,000 / 06/2015	21,946	36,902	14,956	$0.08553	
Color Network Printer				$1,279.19	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 101					
Kyocera P2135DN / 37 PPM	8,229	12,815	4,586	$0.00856	None at this time.
LVK6543149 / 04071				$39.26	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 106					
Kyocera P2135DN / 37 PPM	998	2,077	1,079	$0.00856	None at this time.
LVK6543024 / 04080				$9.24	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 109					
Kyocera P2135DN / 37 PPM	16,070	24,136	8,066	$0.00856	None at this time.
LVK6543159 / 04073				$69.04	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 114 Teachers' Lounge					
Toshiba e-Studio 857 / 85 PPM	503,707	803,230	299,523	$0.00295	None at this time.
SAAF90291 / 03959				$883.59	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

	Subtotal Black	764,630	$2,483.39
	Subtotal Color	14,956	$1,279.19

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Bellows Free Academy High

Girl's Phys Ed Office

Kyocera P2135DN / 37 PPM	7,732	8,314	582	$0.00856	None at this time.
LVK3Z01815 / 03351				$4.98	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Guidance Office

Toshiba E-Studio 6560C / 65 PPM	166,421	276,423	110,002	$0.00368	None at this time.
CSCF25467 / 03869				$404.81	
3,000,000 / 04/2014	99,355	170,228	70,873	$0.04674	
Color Photocopier				$3,312.60	
OSV					

Guidance Office

HP Laser Jet 600 M604 / 52 PPM	17,089	23,628	6,539	$0.00856	None at this time.
CNDCJ3905M / 04119				$55.97	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 204					
Kyocera P2135DN / 37 PPM	20,799	26,479	5,680	$0.00856	None at this time.
LVK6543019 / 04074				$48.62	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 205					
Kyocera P6130cdn / 32 PPM	11,852	23,705	11,853	$0.01053	None at this time.
V5Q6403130 / 03867				$124.81	
750,000 / 06/2015	16,092	24,349	8,257	$0.08553	
Color Network Printer				$706.22	
OSV					
Room 205B					
Toshiba e-Studio 857 / 85 PPM	709,061	1,102,911	393,850	$0.00295	None at this time.
SAAF90301 / 03977				$1,161.86	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Make-Model/Speed **Serial Number/Vendor Machine ID** **Life/Intro Date** **Vendor**	*07/01/2018* **Meter**	*06/30/2019* **Meter**	*2018-2019* **Annual** **Volume**	**Cost/Copy** **Annual Cost**	**Recommendations**
Room 205C					
HP Laser Jet 600 M604 / 52 PPM	19,821	32,867	13,046	$0.00856	None at this time.
CNBCJ2R07F / 04120				$111.67	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 215					
Kyocera P2135DN / 37 PPM	23,855	29,412	5,557	$0.00856	None at this time.
LVK4512505 / 03365				$47.57	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 217					
Kyocera P2135DN / 37 PPM	1,402	1,869	467	$0.00856	Underused!
LVK4512489 / 03364				$4.00	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 258					
Kyocera P2135DN / 37 PPM	5,916	12,035	6,119	$0.00856	None at this time.
LVK6543021 / 04076				$52.38	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 261					
Kyocera P2135DN / 37 PPM	1,978	2,563	585	$0.00856	None at this time.
LVK6543037 / 04075				$5.01	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 261A					
Toshiba e-Studio 857 / 85 PPM	529,206	840,453	311,247	$0.00295	None at this time.
SAAF90328 / 03978				$918.18	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Make-Model/Speed			**2018-2019**		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	**Annual**	**Cost/Copy**	
Vendor	**Meter**	**Meter**	**Volume**	**Annual Cost**	**Recommendations**

Room 263c

Kyocera P2135DN / 37 PPM	4,156	5,302	1,146	$0.00856	None at this time.
LVK6543034 / 04085				$9.81	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 301 Planning Room

Kyocera P2135DN / 37 PPM	8,474	12,427	3,953	$0.00856	None at this time.
LVK6543027 / 04078				$33.84	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 302 Library

Kyocera P2135DN / 37 PPM	10,698	13,554	2,856	$0.00856	None at this time.
LVK6543025 / 04079				$24.45	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 303 Nurse					
Kyocera P2135DN / 37 PPM	747	3,031	2,284	$0.00856	None at this time.
LVK6543031 / 04077				$19.55	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 402					
Kyocera P6130cdn / 32 PPM	490	1,261	771	$0.01053	None at this time.
V5Q6X04317 / 04818				$8.12	
750,000 / 06/2015	2,292	5,429	3,137	$0.08553	
Color Network Printer				$268.31	
OSV					
Room 403					
Kyocera P2135DN / 37 PPM	496	887	391	$0.00856	Underused!
LVK6543028 / 04081				$3.35	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 404					
Kyocera P2135DN / 37 PPM	2,828	4,374	1,546	$0.00856	None at this time.
LVK6543022 / 04082				$13.23	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 405					
Kyocera P2135DN / 37 PPM	26,841	39,685	12,844	$0.00856	None at this time.
LVK6543026 / 04083				$109.94	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 408					
Kyocera P2135DN / 37 PPM	6,185	11,681	5,496	$0.00856	None at this time.
LVK6543023 / 04084				$47.05	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
VHS Room					
Kyocera P2135DN / 37 PPM	9,634	10,191	557	$0.00856	None at this time.
LVK4512499 / 03268				$4.77	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

	Subtotal Black	897,371	$3,213.96		
	Subtotal Color	82,267	$4,287.13		

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Bellows Free Academy Middle

Library

Kyocera P2135DN / 37 PPM	32,899	36,730	3,831	$0.00856	None at this time.
LVK4512493 / 03513				$32.79	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 351

Kyocera P2135DN / 37 PPM	3,033	4,157	1,124	$0.00856	None at this time.
LVK6543040 / 04086				$9.62	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 356

Kyocera P2135DN / 37 PPM	6,345	9,574	3,229	$0.00856	None at this time.
LVK6543033 / 04087				$27.64	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room 365

Toshiba e-Studio 857 / 85 PPM	697,134	1,059,205	362,071	$0.00295	None at this time.
SAAF90326 / 03979				$1,068.11	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Room 365

Kyocera P6130cdn / 32 PPM	2,113	8,458	6,345	$0.01053	None at this time.
V5Q6403066 / 03895				$66.81	
750,000 / 06/2015	8,712	19,506	10,794	$0.08553	
Color Network Printer				$923.21	
OSV					

		Subtotal Black	**376,600**	**$1,204.98**	
		Subtotal Color	**10,794**	**$923.21**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Fletcher Elementary

Library

Kyocera P2135DN / 37 PPM	44,547	58,078	13,531	$0.00856	None at this time.
LVK4512488 / 03367				$115.83	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Library

Kyocera P6026CDN / 28 PPM	6,036	6,784	748	$0.01053	None at this time.
LW74701930 / 03370				$7.88	
500,000 / 02/2014	46,147	55,068	8,921	$0.08553	
Color Network Printer				$763.01	
OSV					

Room 102 Principal's Office

Kyocera M2535DN / 37 PPM	37,225	58,909	21,684	$0.00856	None at this time.
LVZ5722955 / 04088				$185.62	
750,000 / 03/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room 115

Kyocera P6130cdn / 32 PPM	4,978	9,283	4,305	$0.01053	None at this time.
V5Q6403046 / 03894				$45.33	
750,000 / 06/2015	3,535	4,113	578	$0.08553	
Color Network Printer				$49.44	
OSV					

Teachers' Room

Toshiba e-Studio 857 / 85 PPM	510,510	762,161	251,651	$0.00295	None at this time.
SAAF90297 / 03980				$742.37	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

		Subtotal Black	291,919	$1,097.02	
		Subtotal Color	9,499	$812.45	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Georgia Elementary & Middle					
Library					
Kyocera P2135DN / 37 PPM	7,190	9,667	2,477	$0.00856	None at this time.
LVK6543029 / 04089				$21.20	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Lower B-Wing					
Toshiba e-Studio 457 / 45 PPM	133,185	188,351	55,166	$0.00506	None at this time.
CEBF56874 / 04092				$279.14	
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Main Office					
Toshiba E-Studio 6560C / 65 PPM	169,063	246,367	77,304	$0.00368	None at this time.
CSCF25486 / 03874				$284.48	
3,000,000 / 04/2014	118,451	180,766	62,315	$0.04674	
Color Photocopier				$2,912.60	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room A109					
Kyocera P6130cdn / 32 PPM	3,086	4,124	1,038	$0.01053	None at this time.
V5Q5901824 / 04252				$10.93	
750,000 / 06/2015	22,626	32,306	9,680	$0.08553	
Color Network Printer				$827.93	
OSV					
Room A109					
Toshiba e-Studio 857 / 85 PPM	374,669	558,918	184,249	$0.00295	None at this time.
SAAF90295 / 03981				$543.53	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Room B242					
Toshiba e-Studio 857 / 85 PPM	495,498	742,587	247,089	$0.00295	None at this time.
SAAF90303 / 03982				$728.91	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room C120

Toshiba e-Studio 857 / 85 PPM	820,671	1,258,757	438,086	$0.00295	None at this time.
SAAF90331 / 04091				$1,292.35	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Room C120

Kyocera P6130cdn / 32 PPM	2,885	4,476	1,591	$0.01053	None at this time.
V5Q6403071 / 03892				$16.75	
750,000 / 06/2015	18,555	26,745	8,190	$0.08553	
Color Network Printer				$700.49	
OSV					

Unknown

Kyocera P6130cdn / 32 PPM	3,244	4,404	1,160	$0.01053	None at this time.
V5Q5901827 / 04251				$12.21	
750,000 / 06/2015	16,706	27,005	10,299	$0.08553	
Color Network Printer				$880.87	
OSV					

	Subtotal Black	**1,008,160**	**$3,189.52**	
	Subtotal Color	**90,484**	**$5,321.90**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

SU 22 District Office

2nd Floor

Kyocera P2135DN / 37 PPM	2,539	2,539	0	$0.00856	Underused!
LVK5835070 / 03866				$0.00	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Accounts Payable

HP Laser Jet 600 M602 / 52 PPM	125,076	138,861	13,785	$0.01118	8 years from Intro.
CNCCF2S1JC / 03996				$154.12	
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Copy Room

Toshiba E-Studio 6560C / 65 PPM	192,278	303,104	110,826	$0.00368	None at this time.
CSCF25482 / 03871				$407.84	
3,000,000 / 04/2014	41,694	68,683	26,989	$0.04674	
Color Photocopier				$1,261.47	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* **Meter**	*06/30/2019* **Meter**	*2018-2019* **Annual Volume**	**Cost/Copy** **Annual Cost**	**Recommendations**
Office Check Printer					
HP Laser Jet 600 M604 / 52 PPM	4,504	6,547	2,043	$0.00856	None at this time.
CNDCJ3905T / 04121				$17.49	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Payroll					
HP Laser Jet Pro M401dne / 35 PPM	59,220	66,587	7,367	$0.00856	None at this time.
PHGFB05427 / 03997				$63.06	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
	Subtotal Black	134,021		$642.51	
	Subtotal Color	26,989		$1,261.47	
	District Wide Black Totals	3,472,701		$11,831.37	
	District Wide Color Totals	234,989		$13,885.34	

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 05/01/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
3,472,701	$0.01783	$61,918.26

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,472,701	$0.00341	$11,831.37	$50,086.89	$250,434.45

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $50,086.89 x 12 years as a Client

= $601,042.68 Cost Savings!

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Bellows Free Academy Elementary	764,630	$2,533.74	$4,129.00	$7,444.27	$14,107.01
Bellows Free Academy High	897,371	$3,278.46	$4,845.80	$8,736.61	$16,860.87
Bellows Free Academy Middle	376,600	$1,229.43	$2,033.64	$3,666.50	$6,929.56
Fletcher Elementary	291,919	$1,119.17	$1,576.36	$2,842.06	$5,537.59
Georgia Elementary & Middle	1,008,160	$3,253.83	$5,444.06	$9,815.23	$18,513.12
SU 22 District Office	134,021	$654.90	$723.71	$1,304.80	$2,683.41
Total	**3,472,701**	**$12,069.52**	**$18,752.59**	**$33,809.46**	**$64,631.56**

SPC Equipment Bids:
Presently our bids are coming in between ==15% to 23%== *of Retail, while the current Salesman's Cost is 50% of Retail.*
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a ==Retail Cost of $45,640== *is coming in at* ==$7,342...16% of Retail!== *Our prices are negotiated with and supported directly by the manufacturer.*

Projected Equipment Costs by Building - Color

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
Bellows Free Academy Elementary	14,956	$1,304.76
Bellows Free Academy High	82,267	$4,372.53
Bellows Free Academy Middle	10,794	$941.67
Fletcher Elementary	9,499	$828.69
Georgia Elementary & Middle	90,484	$5,428.02
SU 22 District Office	26,989	$1,286.57
Total	**234,989**	**$14,162.24**

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. <mark>Current year's increase is 2%.</mark>

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	21,684	$0.00856	$185.62	$0.00873	$189.30
Office Systems of Vermont	Black Network Printer	136,757	$0.00856	$1,170.64	$0.00873	$1,193.89
Office Systems of Vermont	Black Network Printer	13,785	$0.01118	$154.12	$0.01140	$157.15
Office Systems of Vermont	Black Photocopier	2,914,121	$0.00295	$8,596.66	$0.00301	$8,771.50
Office Systems of Vermont	Black Photocopier	55,166	$0.00506	$279.14	$0.00516	$284.66
Office Systems of Vermont	Color Network Printer	33,056	$0.01053	$348.08	$0.01074	$355.02
Office Systems of Vermont	Color Photocopier	298,132	$0.00368	$1,097.13	$0.00375	$1,118.00
	Total	**3,472,701**	**$0.00341**	**$11,831.37**	**$0.00348**	**$12,069.52**

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. ==Current year's increase is 2%.==

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	Color Network Printer	74,812	$0.08553	$6,398.67	$0.08724	$6,526.60
Office Systems of Vermont	Color Photocopier	160,177	$0.04674	$7,486.67	$0.04767	$7,635.64
	Total	**234,989**	**$0.05909**	**$13,885.34**	**$0.06027**	**$14,162.24**

Reprographic Equipment Assessment

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

Total Number of Units	**53**
Total Number of Units on Lease	**40**
Total Number of Units Owned	**13**
Lease Company	**Northway Bank**
Lease Start Date	**08/02/2016**
Lease End Date	**08/01/2021**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$39,850.62**
Remaining Payments	**2**

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

Leased Equipment

Building	Make/Model	Serial Number
Bellows Free Academy Elementary	Kyocera P2135DN	LVK6542897
Bellows Free Academy Elementary	Kyocera P2135DN	LVK6543024
Bellows Free Academy Elementary	Kyocera P2135DN	LVK6543149
Bellows Free Academy Elementary	Kyocera P2135DN	LVK6543159
Bellows Free Academy Elementary	Toshiba e-Studio 857	SAAF90291
Bellows Free Academy Elementary	Toshiba e-Studio 857	SAAF90306
Bellows Free Academy Elementary	Kyocera P6130cdn	V5Q6403096
Bellows Free Academy High	HP Laser Jet 600 M604	CNBCJ2R07F
Bellows Free Academy High	Toshiba E-Studio 6560C	CSCF25467
Bellows Free Academy High	Kyocera P2135DN	LVK6543019
Bellows Free Academy High	Kyocera P2135DN	LVK6543021
Bellows Free Academy High	Kyocera P2135DN	LVK6543022
Bellows Free Academy High	Kyocera P2135DN	LVK6543023
Bellows Free Academy High	Kyocera P2135DN	LVK6543025
Bellows Free Academy High	Kyocera P2135DN	LVK6543026
Bellows Free Academy High	Kyocera P2135DN	LVK6543027
Bellows Free Academy High	Kyocera P2135DN	LVK6543028
Bellows Free Academy High	Kyocera P2135DN	LVK6543034
Bellows Free Academy High	Kyocera P2135DN	LVK6543037
Bellows Free Academy High	Toshiba e-Studio 857	SAAF90301
Bellows Free Academy High	Toshiba e-Studio 857	SAAF90328
Bellows Free Academy High	Kyocera P6130cdn	V5Q6403130
Bellows Free Academy High	Kyocera P6130cdn	V5Q6X04317
Bellows Free Academy Middle	Kyocera P2135DN	LVK6543033
Bellows Free Academy Middle	Kyocera P2135DN	LVK6543040
Bellows Free Academy Middle	Toshiba e-Studio 857	SAAF90326
Bellows Free Academy Middle	Kyocera P6130cdn	V5Q6403066
Fletcher Elementary	Kyocera M2535DN	LVZ5722955
Fletcher Elementary	Toshiba e-Studio 857	SAAF90297
Fletcher Elementary	Kyocera P6130cdn	V5Q6403046
Georgia Elementary & Middle	Toshiba e-Studio 457	CEBF56874
Georgia Elementary & Middle	Toshiba E-Studio 6560C	CSCF25486
Georgia Elementary & Middle	Kyocera P2135DN	LVK6543029

Building	Make/Model	Serial Number
Georgia Elementary & Middle	Toshiba e-Studio 857	SAAF90295
Georgia Elementary & Middle	Toshiba e-Studio 857	SAAF90303
Georgia Elementary & Middle	Toshiba e-Studio 857	SAAF90331
Georgia Elementary & Middle	Kyocera P6130cdn	V5Q6403071
SU 22 District Office	HP Laser Jet 600 M604	CNDCJ3905T
SU 22 District Office	Toshiba E-Studio 6560C	CSCF25482
SU 22 District Office	Kyocera P2135DN	LVK5835070

Owned Equipment

Building	Make/Model	Serial Number
Bellows Free Academy High	HPLaser Jet 600 M604	CNDCJ3905M
Bellows Free Academy High	KyoceraP2135DN	LVK3Z01815
Bellows Free Academy High	KyoceraP2135DN	LVK4512489
Bellows Free Academy High	KyoceraP2135DN	LVK4512499
Bellows Free Academy High	KyoceraP2135DN	LVK4512505
Bellows Free Academy High	KyoceraP2135DN	LVK6543031
Bellows Free Academy Middle	KyoceraP2135DN	LVK4512493
Fletcher Elementary	KyoceraP2135DN	LVK4512488
Fletcher Elementary	KyoceraP6026CDN	LW74701930
Georgia Elementary & Middle	KyoceraP6130cdn	V5Q5901824
Georgia Elementary & Middle	KyoceraP6130cdn	V5Q5901827
SU 22 District Office	HPLaser Jet 600 M602	CNCCF2S1JC
SU 22 District Office	HPLaser Jet Pro M401dne	PHGFB05427

STARDoc User Names

Name	User Name
Frank Calano	fcalano
Jason Smith	jjsmith
Jeff Smith	jsmith
John Picanza	jpicanza
Michael Fath	mfath
Ned Kirsch	nkirsch
Randy Morton	rmorton@fwsu.org
Sally Billado	sbillado
Steve Emery	semery
Tom Walsh	twalsh

Benefits of partnering with SPC

Top Benefits to ==our CLIENTS:==

1. Cooperative Buying

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

- SPC's pricing is so strong **we pay for our own fee** by acquiring prices lower than what you can do on your own.

- We will _save you money_ benefiting from the combined purchasing power of more than 69 clients with over 3,900 devices doing more than ==239== million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!

- We will _save you time_ by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.

- We will _save you frustration_. We manage your contracts for up to five years from the date of installation.

2. Exclusive <u>STARDoc</u> Software

- STARDoc: System for Tracking And Reporting Documents.

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

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

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

3. Simplified Billing Program

- Removes the confusion out of billing.

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

- TWO invoices are sent each year from ONE billing source.

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

Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5.Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage.
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem.

6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way. Based on current actual volumes and CPCs, SPC has generated Annual Savings of more than $2 million for all of our clients. That translates into Savings of more than $10 million over five years!

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

- Opportunities brought to you - Over 1,100 units purchased annually running over 80 million prints!
- SPC is well respected in the industry.
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

SPC manages over 3,900 pieces of equipment;
Our relationship with our vendors has never been stronger!