·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

Brenda Fleming
SU 36 Rutland NE
49 Court Drive
Brandon, VT 05733

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

September 2019

Brenda Fleming
SU 36 Rutland NE
49 Court Drive
Brandon, VT 05733

Skip Tilton
President

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

Dear Brenda:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is now 14 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"

Table Of Content

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.
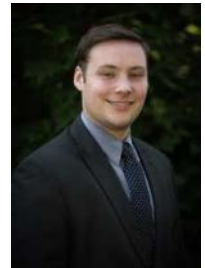
Heidi Tilton
Office Support

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

Equipment Health Status

Total Number of Machines: **76**

Total Black Photocopiers:	**10**
Total Color Photocopiers:	**17**
Total Black Network Printers:	**44**
Total Color Network Printers:	**5**
Total Removed From Service:	**1**

# of Units OFF Warranty: 0

# of Units Approaching End of Warranty: 17

# of Units Overused: 1

# of Units Underused: 6

Commencement Date: 09/01/2016

# of Annual Payments Left on Lease: 2

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

SPC's FM Audit Print Management Software Loaded: Yes

Printer Contract Signed: Yes

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

Dear Brenda,

It has been 3 years since you installation took place and there have been concerns about service raised by your district as well as other nearby districts. It would be beneficial to conduct an onsite visit and see if there are any other concerns that can be addressed by another upgrade. Since there are only 2 lease payments remaining, your upgrade could take place in the summer of 2020. Doing it that way would allow you to keep many of the printers in the district.

Please also note the 42% increase in color last year district wide. By doing another upgrade, we can implement some great cost savings methods that we are rolling out to all 2020 bid: Right-Sized Print Management software! For example, it could be implemented in Lothrop Elementary in the staff room, which is the overused color copier. There are also 4 copiers with more than 5 service calls last year. This would be addressed during the next upgrade. ***See pages 18-21***

Sincerely,
Skip

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
DELL Printer E310dw	V0W9C3366F00AD	192.168.4.239	2019-07-08 12:58:55
HP 5200 series	TH9689F26T	192.168.1.26	2019-07-08 12:58:55
LEXMARK MS312dn	45147PLM43LMZ	10.70.2.249	2019-09-11 12:57:16
LEXMARK MS312dn	45147PLM43LN1	10.70.2.240	2019-09-11 12:57:16

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

Five Year Fleet Management (FYFM)

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

Purpose of FYFM:

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

Setting up Future Budgets:

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

Problematic Machines:

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

Warranty Replaced Machines

The following copiers was placed as a temporary replacement for CHHF10686 while it was out of service.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
Neshobe School	Mail Room	Toshiba-e-Studio 5506AC	CHDH26666		2018-10-05

Annual Black Volume by Location

Legend — School Yr:
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

Percentages by location: 8%, 43%, 44%, -2%, 4%, 4%, 9%, -2%, -33%

Locations: Barstow Memorial School, Caverly Pre-School, Leicester Central School, Lothrop Elementary School, Neshobe School, Otter Valley High School, SU 36 District Office (RNESU), Sudbury Elementary School, Whiting Elementary School
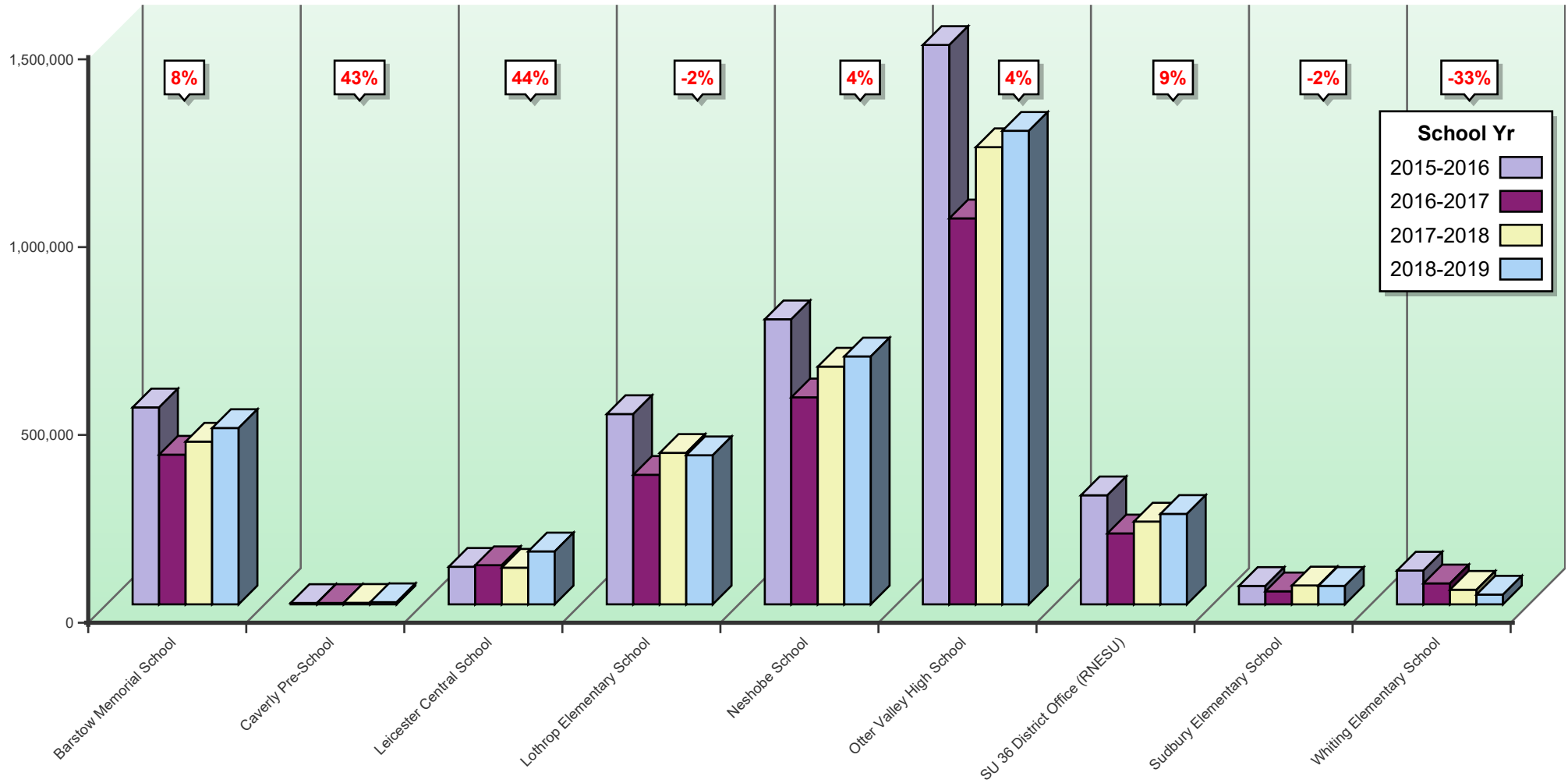
Annual Black Volume Overall

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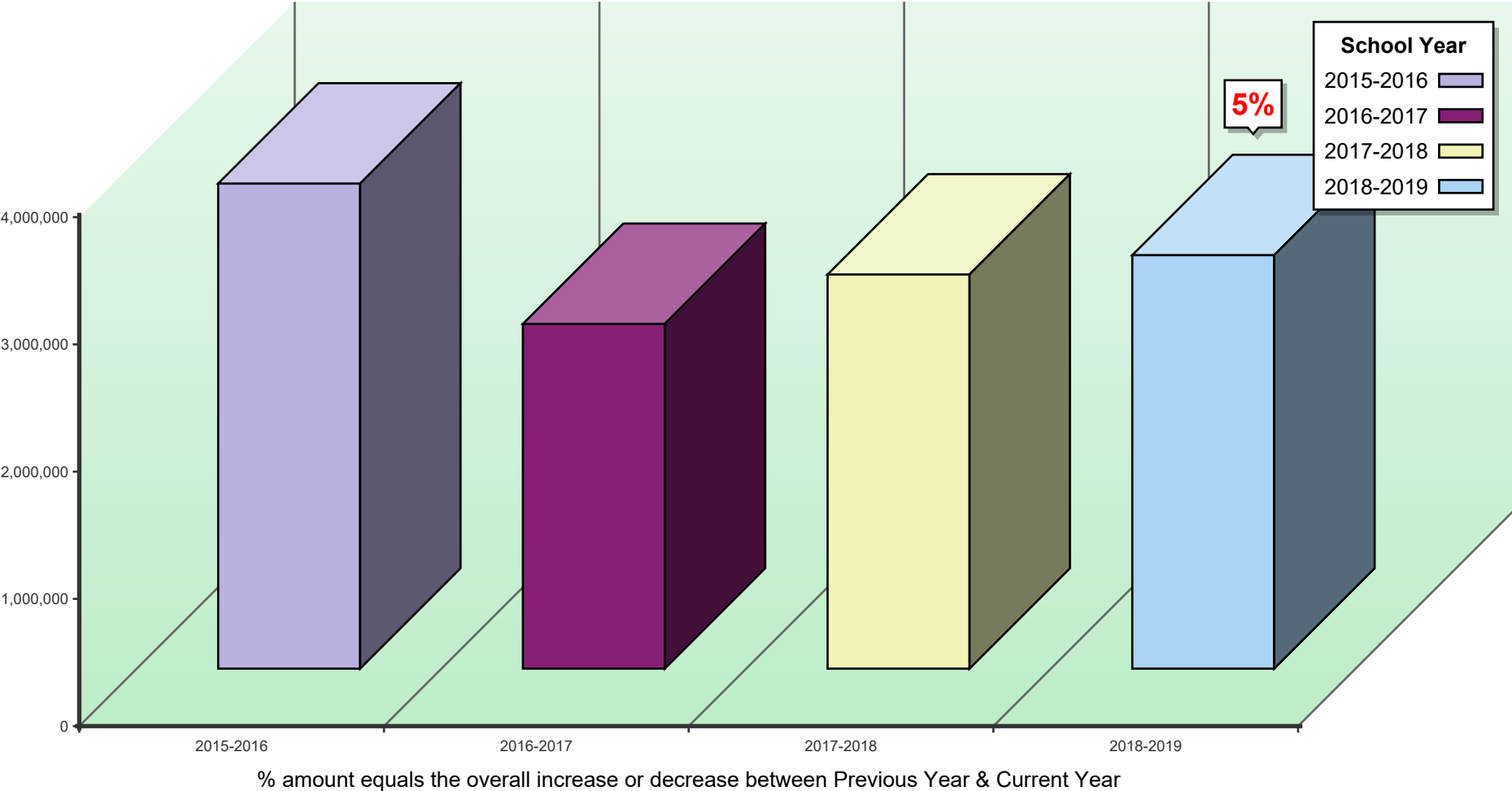
Average Student-to-Copy Usage - Black

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
Barstow Memorial School	211	469,406	$11,434.92	2,225	$54.19
Caverly Pre-School	20	5,778	$177.95	289	$8.90
Leicester Central School	59	140,948	$3,410.48	2,389	$57.80
Lothrop Elementary School	181	396,893	$9,814.81	2,193	$54.23
Neshobe School	401	660,077	$15,784.50	1,646	$39.36
Otter Valley High School	557	1,260,673	$31,286.08	2,263	$56.17
SU 36 District Office (RNESU)	0	240,804	$5,787.40	0	$0.00
Sudbury Elementary School	34	49,178	$1,194.11	1,446	$35.12
Whiting Elementary School	24	25,951	$622.26	1,081	$25.93
Totals	**1,487**	**3,249,708**	**$79,512.52**	**2,185**	**$53.47**

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

Industry Average Copies per Student - Black Only

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

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

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

Average Copies Per Student - Black
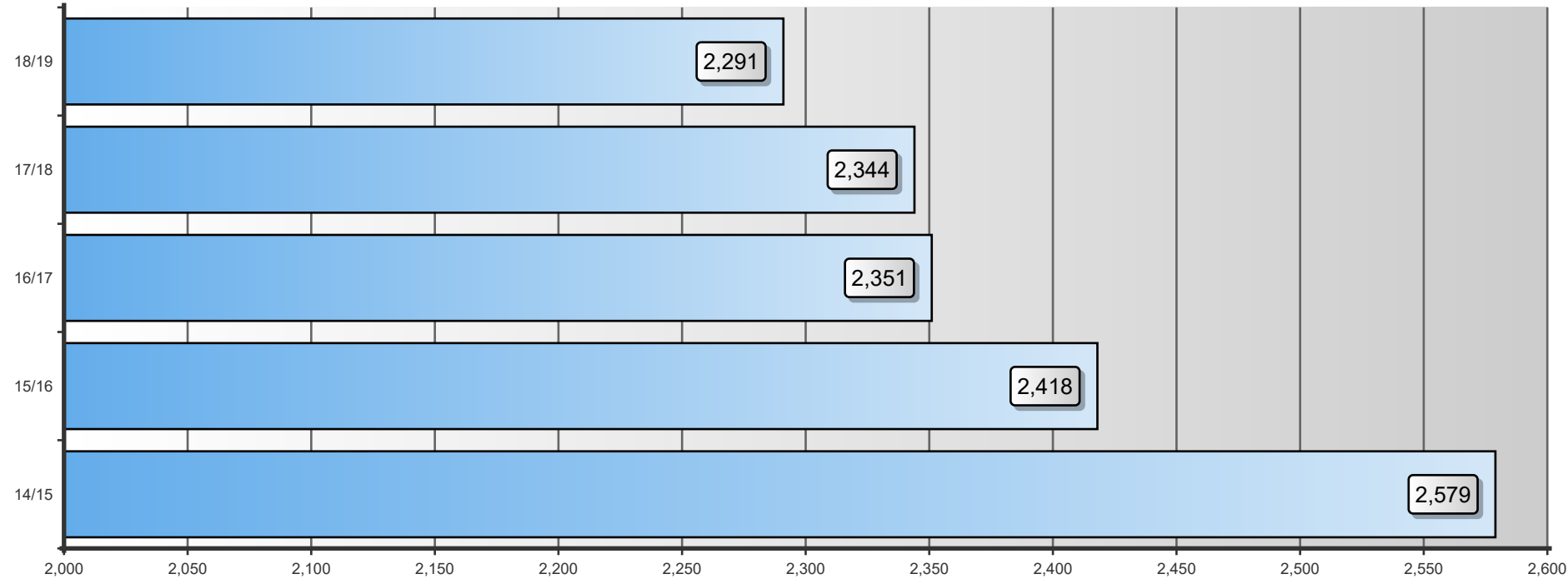
Annual Color Volume by Location
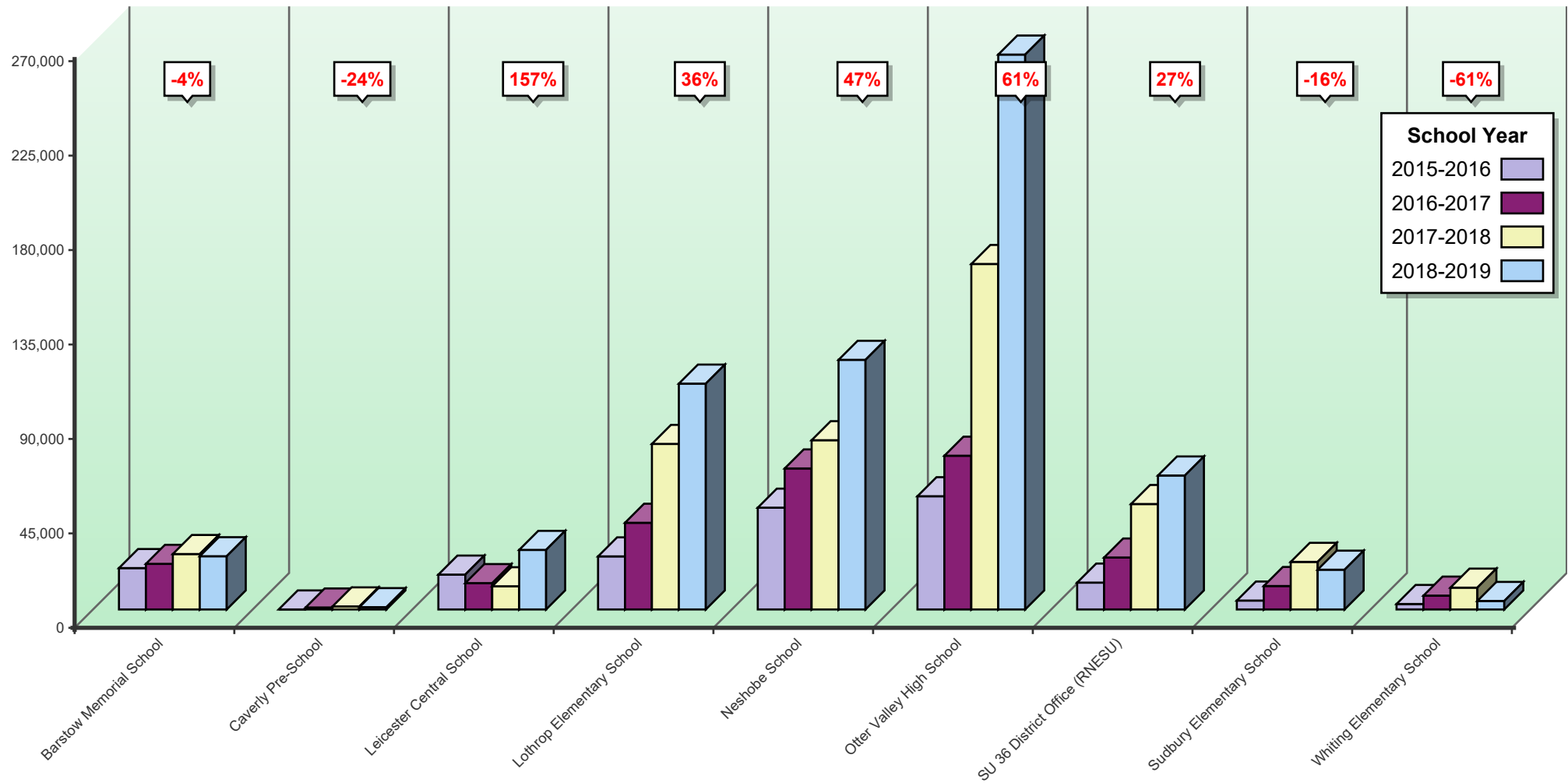
Annual Color Volume Overall
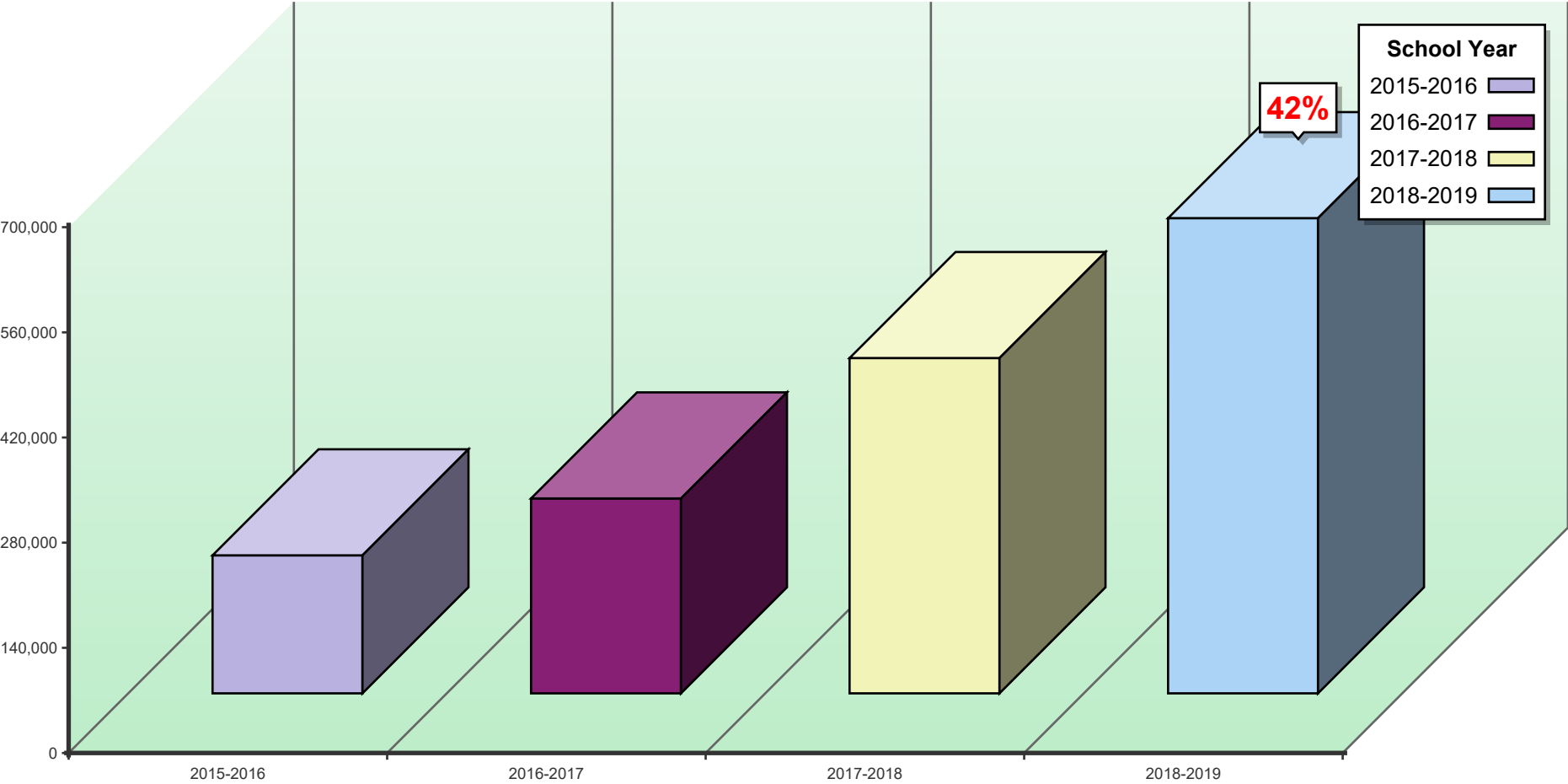
% amount equals the overall increase or decrease between Previous Year & Current Year

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

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
Barstow Memorial School	211	25,366	$1,475.30	120	$6.99
Caverly Pre-School	20	1,103	$93.96	55	$4.70
Leicester Central School	59	28,381	$1,488.59	481	$25.23
Lothrop Elementary School	181	107,608	$5,739.11	595	$31.71
Neshobe School	401	118,932	$6,425.80	297	$16.02
Otter Valley High School	557	264,391	$15,404.99	475	$27.66
SU 36 District Office (RNESU)	0	63,836	$3,120.94	0	$0.00
Sudbury Elementary School	34	18,947	$992.44	557	$29.19
Whiting Elementary School	24	4,055	$212.40	169	$8.85
Totals	**1487**	**632,619**	**$34,953.54**	**425**	**$23.51**

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

Note: STARDoc tool will flag any future high color usage. See page 10 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 425 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

|			
District Wide Black Totals		3,249,708	$13,247.63
District Wide Color Totals		632,619	$34,266.96

Industry Average Copies per Student - Color Only

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

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

Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.
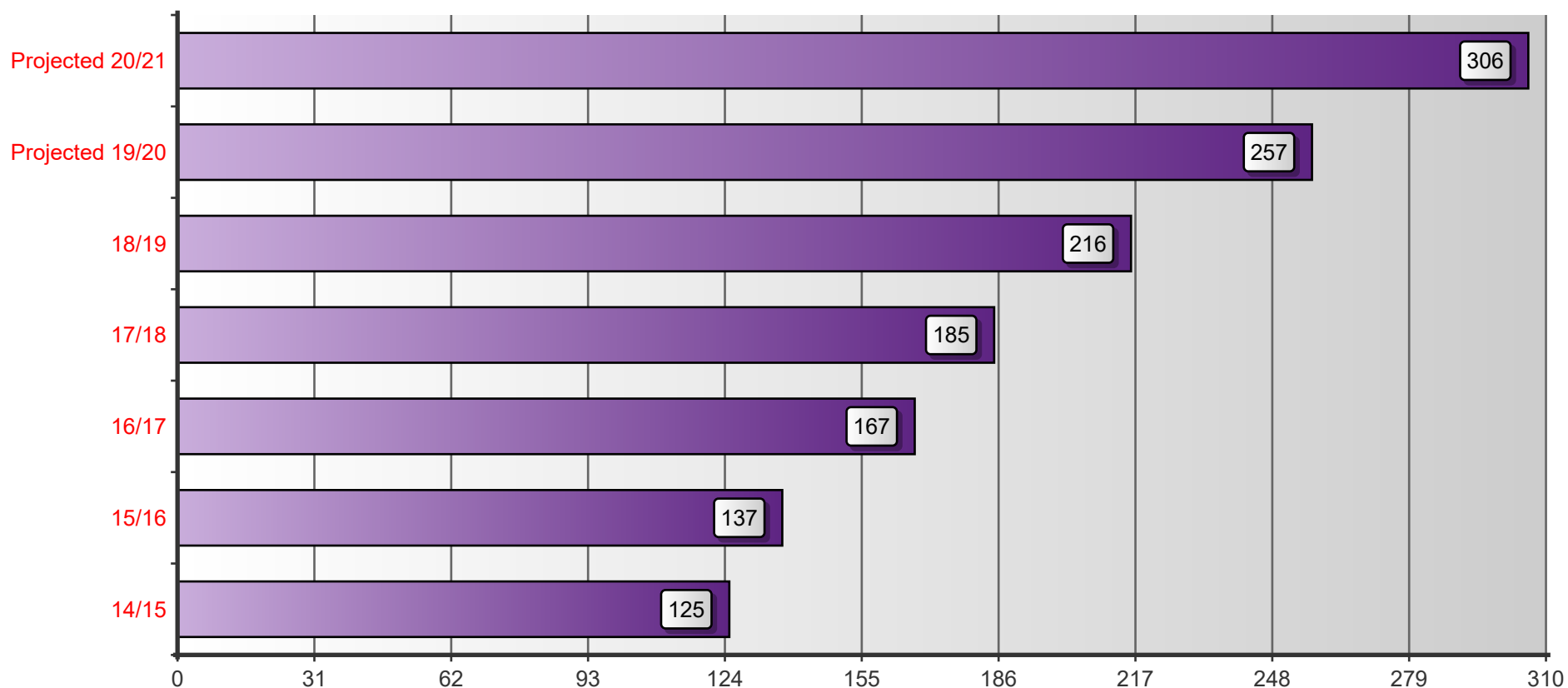
Color-to-Total Volume Comparison
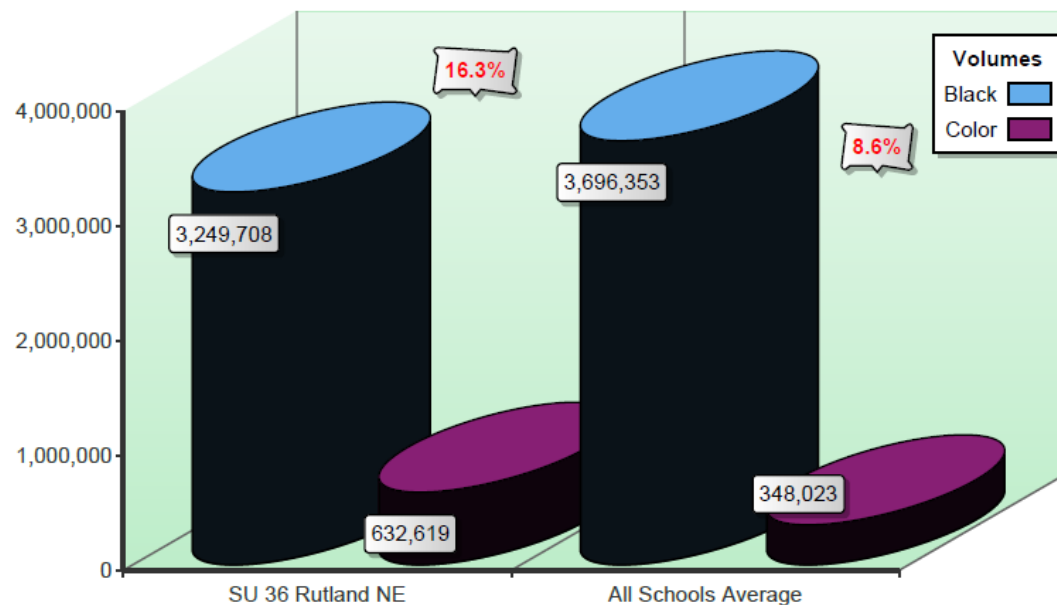
SPC Analysis

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

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

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

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

Other beneficial features include Follow-Me Printing.

Usage Profile for Service & Supplies

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: 09/01/2016

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Barstow Memorial School					
First Floor Middle School					
Kyocera FS-2100DN / 42 PPM	60,049	85,539	25,490	$0.00900	7 years from Intro.
LQA6739791 / 04178				$229.41	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Lab					
Kyocera FS-2100DN / 42 PPM	23,825	38,737	14,912	$0.00900	7 years from Intro.
LQA6739515 / 04179				$134.21	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Library					
Kyocera P2135DN / 37 PPM	4,515	6,636	2,121	$0.00900	None at this time.
LVK6848779 / 04174				$19.09	
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
Main Office					
Toshiba e-Studio 6506AC / 65 PPM	258,441	442,045	183,604	$0.00360	High Color Volume. Install Print
CHHF10678 / 04171				$660.97	Management Software to reduce
4,000,000 / 07/2016	32,509	51,397	18,888	$0.04793	costs.
Color Photocopier				$905.30	
OSV					
Office MICR Toner					
HP Laser Jet 600 M604 / 52 PPM	150	177	27	$0.00836	Underused!
CNBCHC208V / 04173				$0.23	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
PC Lab					
Kyocera P6130cdn / 32 PPM	10,616	13,475	2,859	$0.01028	High Color CPC. Switch to B/W Printer.
V5Q5600993 / 04291				$29.39	
750,000 / 06/2015	15,807	22,285	6,478	$0.08352	
Color Network Printer				$541.04	
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**
Work Room					
Toshiba e-Studio 7508A / 75 PPM	476,292	716,685	240,393	$0.00329	None at this time.
CIHF11128 / 04169				$790.89	
4,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

	Subtotal Black	469,406	$1,864.19
	Subtotal Color	25,366	$1,446.34

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
Caverly Pre-School					
Main Office					
Kyocera 306CI / 30 PPM	7,736	13,514	5,778	$0.01028	None at this time.
V9W6501653 / 04234				$59.40	
750,000 / 07/2016	2,440	3,543	1,103	$0.08352	
Color Laser MFP				$92.12	
OSV					

		Subtotal Black	5,778	$59.40	
		Subtotal Color	**1,103**	**$92.12**	

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
Leicester Central School					
Front Office					
HP Color Laser Jet M451dn / 21 PPM	348	359	11	$0.01028	7 years from Intro. Underused!
CNBH106967 / 04233				$0.11	
500,000 / 02/2012	1,212	1,250	38	$0.10280	
Color Network Printer				$3.91	
OSV					
Lunch Room					
Toshiba e-Studio 5506AC / 55 PPM	193,468	328,828	135,360	$0.00360	High Color Volume. Install Print
CHHF10979 / 04289				$487.30	Management Software to reduce costs.
3,000,000 / 07/2016	24,192	52,535	28,343	$0.05135	
Color Photocopier				$1,455.41	
OSV					
Multi-Purpose Area					
Kyocera P2135DN / 37 PPM	10,221	15,798	5,577	$0.00900	None at this time.
LVK6543030 / 04141				$50.19	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
		Subtotal Black	140,948	$537.60	
		Subtotal Color	28,381	$1,459.32	

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*
Lothrop Elementary School					
3rd Floor Hall					
Kyocera FS-2100DN / 42 PPM	56,866	99,377	42,511	$0.00900	7 years from Intro.
LQA6739519 / 04180				$382.60	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Basement					
Kyocera FS-2100DN / 42 PPM	38,082	42,748	4,666	$0.00900	7 years from Intro.
LQA6739797 / 04182				$41.99	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Library					
Kyocera P2135DN / 37 PPM	7,815	14,403	6,588	$0.00900	None at this time.
LVK6848789 / 04176				$59.29	
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
Main Office					
Toshiba e-Studio 7508A / 75 PPM	458,308	662,103	203,795	$0.00329	None at this time.
CIHF11162 / 04167				$670.49	
4,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Office Hallway					
Kyocera FS-2100DN / 42 PPM	12,515	20,495	7,980	$0.00900	7 years from Intro.
LQA6739792 / 04183				$71.82	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Office Secretary					
HP Color Laserjet Pro M476dn / 21 PPM	6,287	8,678	2,391	$0.01221	High Color CPC. Switch to B/W MFP.
CNB6H3JC5F / 04237				$29.19	
500,000 / 04/2014	4,744	6,699	1,955	$0.10280	
Color Laser MFP				$200.97	
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
Staff Room					
Toshiba e-Studio 4505AC / 45 PPM	172,200	301,162	128,962	$0.00360	Overused! High Color Volume.
CFHF50555 / 04166				$464.26	Install Print Management
1,000,000 / 07/2016	116,669	222,322	105,653	$0.05135	Software to reduce costs.
Color Photocopier				$5,425.28	
OSV					

Subtotal Black		396,893	$1,719.65	
Subtotal Color		107,608	$5,626.26	

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

Neshobe School

Brick Building

Toshiba e-Studio 5506AC / 55 PPM	244,717	372,221	127,504	$0.00360	High Color Volume. Install Print
CHHF10981 / 04170				$459.01	Management Software to reduce costs.
3,000,000 / 07/2016	86,996	147,800	60,804	$0.05135	
Color Photocopier				$3,122.29	
OSV					

Brick Building

Kyocera P2135DN / 37 PPM	4,266	5,292	1,026	$0.00900	None at this time.
LVK6848785 / 04175				$9.23	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Computer Lab

Kyocera FS-2100DN / 42 PPM	25,703	33,284	7,581	$0.00900	7 years from Intro.
LQA6739796 / 04184				$68.23	
1,000,000 / 10/2012	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
Lab					
Kyocera P6130cdn / 32 PPM	5,420	9,855	4,435	$0.01028	High Color CPC. Switch to B/W Printer..
V5Q5901839 / 04292				$45.59	
750,000 / 06/2015	14,774	25,766	10,992	$0.08352	
Color Network Printer				$918.05	
OSV					
Mail Room					
Toshiba e-Studio 6506AC / 65 PPM	194,092	315,191	121,099	$0.00360	High Color Volume. Install Print
CHHF10686 / 04172				$435.96	Management Software to reduce costs.
4,000,000 / 07/2016	46,589	88,768	42,179	$0.04793	
Color Photocopier				$2,021.64	
OSV					
Mail Room					
Toshiba e-Studio 5506AC / 55 PPM	1,720	9,303	7,583	$0.00360	Traded
CHDH26666 /				$27.30	
3,000,000 / 07/2016	33,534	38,491	4,957	$0.04793	
Color Photocopier				$237.59	
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
Main Office (Mail Room)					
HP LaserJet 400 MFP M425dn / 35 PPM	9,533	9,591	58	$0.01221	7 years from Intro. Underused!
CNF8G6C7H1 / 04235				$0.71	
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					
Staff Work Room					
Toshiba e-Studio 8508A / 85 PPM	706,026	1,096,817	390,791	$0.00329	None at this time.
CIHF11283 / 04168				$1,285.70	
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

	Subtotal Black	660,077	$2,331.73	
	Subtotal Color	118,932	$6,299.57	

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
Otter Valley High School					
Basement - CAD					
Kyocera P2135DN / 37 PPM	7,449	11,256	3,807	$0.00900	None at this time.
LVK6848778 / 04207				$34.26	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Copy Room Up					
Kyocera P6130cdn / 32 PPM	7,762	13,632	5,870	$0.01028	High Color CPC. Switch to B/W Printer. Or
V5Q5901842 / 04283				$60.34	change to Color Copier.
750,000 / 06/2015	20,097	33,604	13,507	$0.08352	
Color Network Printer				$1,128.10	
OSV					
Copy Room Up					
Toshiba e-Studio 8508A / 85 PPM	585,792	910,991	325,199	$0.00329	None at this time.
CIHF11264 / 04191				$1,069.90	
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* Vendor	*07/01/2018* Meter	*06/30/2019* Meter	*2018-2019* *Annual* Volume	Cost/Copy Annual Cost	**Recommendations**
Guidance (Bishop)					
Kyocera P2135DN / 37 PPM	23,226	35,595	12,369	$0.00900	None at this time.
LVK6848784 / 04208				$111.32	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Guidance (Wessing)					
Kyocera FS-2100DN / 42 PPM	11,748	20,001	8,253	$0.00900	7 years from Intro.
LQA6739738 / 04186				$74.28	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Guidance Office					
Toshiba e-Studio 4505AC / 45 PPM	79,586	104,786	25,200	$0.00360	High Color Volume. Install Print
CFHF50559 / 04188				$90.72	Management Software to reduce costs.
1,000,000 / 07/2016	34,579	88,649	54,070	$0.05135	
Color Photocopier				$2,776.49	
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**
Hall Office					
Toshiba e-Studio 8508A / 85 PPM	501,625	804,231	302,606	$0.00329	None at this time.
CIHF11275 / 04190				$995.57	
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Hallway of A1-A4					
Kyocera 306CI / 30 PPM	36,679	47,048	10,369	$0.01028	High Color CPC. Switch to B/W MFP.
V9W6501858 / 04204				$106.59	
750,000 / 07/2016	15,216	25,565	10,349	$0.08352	
Color Laser MFP				$864.35	
OSV					
Hallway of A1-A4					
Kyocera FS-2100DN / 42 PPM	6,306	12,782	6,476	$0.00900	7 years from Intro.
LQA6739795 / 04185				$58.28	
1,000,000 / 10/2012	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
Hot Swap					
Kyocera P2135DN / 37 PPM	16,582	29,445	12,863	$0.00900	None at this time.
LVK6848790 / 04211				$115.77	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Library					
Kyocera FS-2100DN / 42 PPM	10,931	18,047	7,116	$0.00900	7 years from Intro.
LQA6739439 / 04187				$64.04	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Library					
Toshiba e-Studio 6506AC / 65 PPM	164,533	263,722	99,189	$0.00360	High Color Volume. Install Print
CHHF10705 / 04189				$357.08	Management Software to reduce costs.
4,000,000 / 07/2016	38,598	69,596	30,998	$0.05135	
Color Photocopier				$1,591.75	
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
Main Office					
Kyocera P2135DN / 37 PPM	9,327	14,330	5,003	$0.00900	None at this time.
LVK6849372 / 04212				$45.03	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Middle School Office					
Kyocera FS-2100DN / 42 PPM	9,673	27,488	17,815	$0.00900	7 years from Intro.
LQA6739793 / 04193				$160.34	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Middle School Office					
Toshiba e-Studio 6506AC / 65 PPM	242,995	411,772	168,777	$0.00360	High Color Volume. Install Print
CHHF10675 / 04192				$607.60	Management Software to reduce costs.
4,000,000 / 07/2016	101,950	221,162	119,212	$0.04793	
Color Photocopier				$5,713.83	
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**
Moose					
Kyocera P2135DN / 37 PPM	2,842	4,398	1,556	$0.00900	None at this time.
LVK6849359 / 04213				$14.00	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
North Campus Commons Connection					
Kyocera 306CI / 30 PPM	29,080	40,179	11,099	$0.01028	High Color CPC. Switch to B/W MFP.
V9W6501820 / 04206				$114.10	
750,000 / 07/2016	8,273	33,485	25,212	$0.08352	
Color Laser MFP				$2,105.71	
OSV					
North Campus HS					
Kyocera P2135DN / 37 PPM	16,116	18,941	2,825	$0.00900	None at this time.
LVK6849376 / 04214				$25.43	
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**
Nurse's Office					
Kyocera P2135DN / 37 PPM	473	2,144	1,671	$0.00900	None at this time.
LVK6849365 / 04216				$15.04	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 148					
Kyocera FS-2100DN / 42 PPM	24,896	28,929	4,033	$0.00900	7 years from Intro.
LQA6739789 / 04195				$36.30	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 153					
Kyocera P2135DN / 37 PPM	5,389	10,003	4,614	$0.00900	None at this time.
LVK6849371 / 04217				$41.53	
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 203 Brain Cell					
Kyocera P2135DN / 37 PPM	2,573	3,765	1,192	$0.00900	None at this time.
LVK6849361 / 04218				$10.73	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 301B					
Kyocera FS-2100DN / 42 PPM	9,157	12,524	3,367	$0.00900	7 years from Intro.
LQA6739787 / 04194				$30.30	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 302					
Kyocera 306CI / 30 PPM	3,805	6,896	3,091	$0.01028	High Color CPC. Switch to B/W MFP.
V9W6501647 / 04205				$31.78	
750,000 / 07/2016	4,096	7,786	3,690	$0.08352	
Color Laser MFP				$308.19	
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 303					
Kyocera P2135DN / 37 PPM	11,053	19,416	8,363	$0.00900	None at this time.
LVK6849375 / 04220				$75.27	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 304B Cart					
Kyocera P2135DN / 37 PPM	123	267	144	$0.00900	Underused!
LVK6849370 / 04219				$1.30	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 307					
Kyocera P2135DN / 37 PPM	13,214	21,094	7,880	$0.00900	None at this time.
LVK6849364 / 04221				$70.92	
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 309					
Kyocera P2135DN / 37 PPM	9,881	17,031	7,150	$0.00900	None at this time.
LVK6849360 / 04222				$64.35	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 314					
Kyocera P2135DN / 37 PPM	3,644	6,087	2,443	$0.00900	None at this time.
LVK6848777 / 04223				$21.99	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 320					
Kyocera P2135DN / 37 PPM	16,518	25,206	8,688	$0.00900	None at this time.
LVK6848781 / 04224				$78.19	
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 337					
Kyocera P2135DN / 37 PPM	10,910	18,988	8,078	$0.00900	None at this time.
LVK6848774 / 04209				$72.70	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 339					
Kyocera P2135DN / 37 PPM	9,607	25,053	15,446	$0.00900	None at this time.
LVK6848780 / 04225				$139.01	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 340					
Kyocera P2135DN / 37 PPM	8,079	18,170	10,091	$0.00900	None at this time.
LVK6848782 / 04196				$90.82	
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 347					
Kyocera P2135DN / 37 PPM	2,901	4,538	1,637	$0.00900	None at this time.
LVK6848791 / 04227				$14.73	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 353/357 Computer Apps Office					
Kyocera FS-2100DN / 42 PPM	6,748	11,349	4,601	$0.00900	7 years from Intro.
LQA6739788 / 04201				$41.41	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 353/357 Computer Apps Office					
Kyocera P6130cdn / 32 PPM	5,703	9,030	3,327	$0.01028	High Color CPC. Switch to B/W Printer.
V5Q5901812 / 04202				$34.20	
750,000 / 06/2015	15,060	22,413	7,353	$0.08352	
Color Network Printer				$614.12	
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 360					
Kyocera P2135DN / 37 PPM	6,254	10,020	3,766	$0.00900	None at this time.
LVK6848776 / 04229				$33.89	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
SAP					
HP LaserJet 400 MFP M425dn / 35 PPM	3,232	7,358	4,126	$0.01221	7 years from Intro.
CNF8H5YG3R / 04228				$50.38	
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					
Science Work Room Rms 159, 160, 161					
Kyocera FS-2100DN / 42 PPM	17,022	27,557	10,535	$0.00900	7 years from Intro.
LQA6739782 / 04215				$94.82	
1,000,000 / 10/2012	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
Teachers' Room					
Toshiba e-Studio 8508A / 85 PPM	309,717	426,117	116,400	$0.00329	None at this time.
CIHF11282 / 04203				$382.96	
5,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Unknown					
Kyocera P2135DN / 37 PPM	4,215	7,853	3,638	$0.00900	None at this time.
LVK6848773 / 04210				$32.74	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

	Subtotal Black	1,260,673	$5,570.00
	Subtotal Color	**264,391**	**$15,102.54**

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 36 District Office (RNESU)

Business Office

Toshiba e-Studio 4508A / 45 PPM	166,658	241,158	74,500	$0.00360	None at this time.
CGDF11258 / 04103				$268.20	
1,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Business Office

HP Laser Jet 600 M604 / 52 PPM	28	31	3	$0.00836	Underused!
CNDCJ9M22Z / 04165				$0.03	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Evaluation Team

Toshiba e-Studio 4508A / 45 PPM	69,271	126,330	57,059	$0.00360	None at this time.
CGGF27909 / 04164				$205.41	
1,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Front Office					
Toshiba e-Studio 6506AC / 65 PPM	192,321	299,142	106,821	$0.00360	High Color Volume. Install Print
CHHF10690 / 04290				$384.56	Management Software to reduce costs.
4,000,000 / 07/2016	75,296	139,132	63,836	$0.04793	
Color Photocopier				$3,059.66	
OSV					
Main Office					
Kyocera P2135DN / 37 PPM	3,773	6,194	2,421	$0.00900	None at this time.
LVK6543032 / 03902				$21.79	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

	Subtotal Black	**240,804**	**$879.98**
	Subtotal Color	**63,836**	**$3,059.66**

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

Sudbury Elementary School

Library

Kyocera P2135DN / 37 PPM	7,414	10,120	2,706	$0.00900	None at this time.
LVK6543035 / 04284				$24.35	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Main Office

Toshiba e-Studio 4505AC / 45 PPM	78,371	124,843	46,472	$0.00360	High Color Volume. Install Print
CFHF50565 / 04285				$167.30	Management Software to reduce costs.
1,000,000 / 07/2016	34,047	52,994	18,947	$0.05135	
Color Photocopier				$972.93	
OSV					

		Subtotal Black	**49,178**	**$191.65**	
		Subtotal Color	**18,947**	**$972.93**	

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**

Whiting Elementary School

Main Office

Toshiba e-Studio 4505AC / 45 PPM	94,452	120,403	25,951	$0.00360	High Color Volume. Install Print
CFHF50673 / 04163				$93.42	Management Software to reduce costs.
1,000,000 / 07/2016	17,163	21,218	4,055	$0.05135	
Color Photocopier				$208.22	
OSV					

Multi-Purpose Area

Kyocera P2135DN / 37 PPM	778	778	0	$0.00900	Underused!
LVK6543039 / 04286				$0.00	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

	Subtotal Black	**25,951**	**$93.42**	
	Subtotal Color	**4,055**	**$208.22**	

	District Wide Black Totals	**3,249,708**	**$13,247.63**	
	District Wide Color Totals	**632,619**	**$34,266.96**	**Your CPC for Color is $0.054.**

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 04/01/2005 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
3,249,708	$0.02114	$68,698.83

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,249,708	$0.00408	$13,258.81	$55,440.02	$277,200.09

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $55,440.02 x 14 years as a Client
= $776,160.26 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
Barstow Memorial School	469,406	$1,902.13	$2,534.79	$6,998.00	$11,434.92
Caverly Pre-School	5,778	$60.61	$31.20	$86.14	$177.95
Leicester Central School	140,948	$548.08	$761.12	$2,101.28	$3,410.48
Lothrop Elementary School	396,893	$1,754.63	$2,143.22	$5,916.96	$9,814.81
Neshobe School	660,077	$2,379.52	$3,564.42	$9,840.56	$15,784.50
Otter Valley High School	1,260,673	$5,684.07	$6,807.63	$18,794.37	$31,286.08
SU 36 District Office (RNESU)	240,804	$897.10	$1,300.34	$3,589.96	$5,787.40
Sudbury Elementary School	49,178	$195.39	$265.56	$733.16	$1,194.11
Whiting Elementary School	25,951	$95.24	$140.14	$386.88	$622.26
Total	**3,249,708**	**$13,516.78**	**$17,548.42**	**$48,447.31**	**$79,512.52**

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
Barstow Memorial School	25,366	$1,475.30
Caverly Pre-School	1,103	$93.96
Leicester Central School	28,381	$1,488.59
Lothrop Elementary School	107,608	$5,739.11
Neshobe School	118,932	$6,425.80
Otter Valley High School	264,391	$15,404.99
SU 36 District Office (RNESU)	63,836	$3,120.94
Sudbury Elementary School	18,947	$992.44
Whiting Elementary School	4,055	$212.40
Total	**632,619**	**$34,953.54**

Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	4,184	$0.01221	$51.09	$0.01245	$52.09
Office Systems of Vermont	Black Network Printer	30	$0.00836	$0.25	$0.00853	$0.26
Office Systems of Vermont	Black Network Printer	308,999	$0.00900	$2,780.99	$0.00918	$2,836.61
Office Systems of Vermont	Black Photocopier	1,579,184	$0.00329	$5,195.52	$0.00336	$5,306.06
Office Systems of Vermont	Black Photocopier	131,559	$0.00360	$473.61	$0.00367	$482.82
Office Systems of Vermont	Color Laser MFP	30,337	$0.01028	$311.86	$0.01049	$318.24
Office Systems of Vermont	Color Laser MFP	2,391	$0.01221	$29.19	$0.01245	$29.77
Office Systems of Vermont	Color Network Printer	16,502	$0.01028	$169.64	$0.01049	$173.11
Office Systems of Vermont	Color Photocopier	1,176,522	$0.00360	$4,235.48	$0.00367	$4,317.84
Total		**3,249,708**	**$0.00408**	**$13,247.63**	**$0.00416**	**$13,516.78**

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 Laser MFP	40,354	$0.08352	$3,370.37	$0.08519	$3,437.76
Office Systems of Vermont	Color Laser MFP	1,955	$0.10280	$200.97	$0.10486	$205.00
Office Systems of Vermont	Color Network Printer	38,330	$0.08352	$3,201.32	$0.08519	$3,265.33
Office Systems of Vermont	Color Network Printer	38	$0.10280	$3.91	$0.10486	$3.98
Office Systems of Vermont	Color Photocopier	249,072	$0.04793	$11,938.02	$0.04889	$12,177.13
Office Systems of Vermont	Color Photocopier	302,870	$0.05135	$15,552.37	$0.05238	$15,864.33
	Total	**632,619**	**$0.05417**	**$34,266.96**	**$0.05525**	**$34,953.54**

Reprographic Equipment Assessment

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

Total Number of Units	**75**
Total Number of Units on Lease	**72**
Total Number of Units Owned	**3**
Lease Company	**Northway Bank**
Lease Start Date	**09/01/2016**
Lease End Date	**08/01/2021**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$53,798.89**
Remaining Payments	**2**

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

Leased Equipment

Building	Make/Model	Serial Number
Barstow Memorial School	Toshiba e-Studio 6506AC	CHHF10678
Barstow Memorial School	Toshiba e-Studio 7508A	CIHF11128
Barstow Memorial School	HP Laser Jet 600 M604	CNBCHC208V
Barstow Memorial School	Kyocera FS-2100DN	LQA6739515
Barstow Memorial School	Kyocera FS-2100DN	LQA6739791
Barstow Memorial School	Kyocera P2135DN	LVK6848779
Barstow Memorial School	Kyocera P6130cdn	V5Q5600993
Caverly Pre-School	Kyocera 306CI	V9W6501653
Leicester Central School	Toshiba e-Studio 5506AC	CHHF10979
Leicester Central School	HP Color Laser Jet M451dn	CNBH106967
Leicester Central School	Kyocera P2135DN	LVK6543030
Lothrop Elementary School	Toshiba e-Studio 4505AC	CFHF50555
Lothrop Elementary School	Toshiba e-Studio 7508A	CIHF11162
Lothrop Elementary School	Kyocera FS-2100DN	LQA6739519
Lothrop Elementary School	Kyocera FS-2100DN	LQA6739792
Lothrop Elementary School	Kyocera FS-2100DN	LQA6739797
Lothrop Elementary School	Kyocera P2135DN	LVK6848789
Neshobe School	Toshiba e-Studio 6506AC	CHHF10686
Neshobe School	Toshiba e-Studio 5506AC	CHHF10981
Neshobe School	Toshiba e-Studio 8508A	CIHF11283
Neshobe School	Kyocera FS-2100DN	LQA6739796
Neshobe School	Kyocera P2135DN	LVK6848785
Neshobe School	Kyocera P6130cdn	V5Q5901839
Otter Valley High School	Toshiba e-Studio 4505AC	CFHF50559
Otter Valley High School	Toshiba e-Studio 6506AC	CHHF10675
Otter Valley High School	Toshiba e-Studio 6506AC	CHHF10705
Otter Valley High School	Toshiba e-Studio 8508A	CIHF11264
Otter Valley High School	Toshiba e-Studio 8508A	CIHF11275
Otter Valley High School	Toshiba e-Studio 8508A	CIHF11282
Otter Valley High School	Kyocera FS-2100DN	LQA6739439
Otter Valley High School	Kyocera FS-2100DN	LQA6739738
Otter Valley High School	Kyocera FS-2100DN	LQA6739782
Otter Valley High School	Kyocera FS-2100DN	LQA6739787

Building	Make/Model	Serial Number
Otter Valley High School	Kyocera FS-2100DN	LQA6739788
Otter Valley High School	Kyocera FS-2100DN	LQA6739789
Otter Valley High School	Kyocera FS-2100DN	LQA6739793
Otter Valley High School	Kyocera FS-2100DN	LQA6739795
Otter Valley High School	Kyocera P2135DN	LVK6848773
Otter Valley High School	Kyocera P2135DN	LVK6848774
Otter Valley High School	Kyocera P2135DN	LVK6848776
Otter Valley High School	Kyocera P2135DN	LVK6848777
Otter Valley High School	Kyocera P2135DN	LVK6848778
Otter Valley High School	Kyocera P2135DN	LVK6848780
Otter Valley High School	Kyocera P2135DN	LVK6848781
Otter Valley High School	Kyocera P2135DN	LVK6848782
Otter Valley High School	Kyocera P2135DN	LVK6848784
Otter Valley High School	Kyocera P2135DN	LVK6848790
Otter Valley High School	Kyocera P2135DN	LVK6848791
Otter Valley High School	Kyocera P2135DN	LVK6849359
Otter Valley High School	Kyocera P2135DN	LVK6849360
Otter Valley High School	Kyocera P2135DN	LVK6849361
Otter Valley High School	Kyocera P2135DN	LVK6849364
Otter Valley High School	Kyocera P2135DN	LVK6849365
Otter Valley High School	Kyocera P2135DN	LVK6849370
Otter Valley High School	Kyocera P2135DN	LVK6849371
Otter Valley High School	Kyocera P2135DN	LVK6849372
Otter Valley High School	Kyocera P2135DN	LVK6849375
Otter Valley High School	Kyocera P2135DN	LVK6849376
Otter Valley High School	Kyocera P6130cdn	V5Q5901812
Otter Valley High School	Kyocera P6130cdn	V5Q5901842
Otter Valley High School	Kyocera 306CI	V9W6501647
Otter Valley High School	Kyocera 306CI	V9W6501820
Otter Valley High School	Kyocera 306CI	V9W6501858
SU 36 District Office (RNESU)	Toshiba e-Studio 4508A	CGDF11258
SU 36 District Office (RNESU)	Toshiba e-Studio 4508A	CGGF27909
SU 36 District Office (RNESU)	Toshiba e-Studio 6506AC	CHHF10690
SU 36 District Office (RNESU)	HP Laser Jet 600 M604	CNDCJ9M22Z

Building	Make/Model	Serial Number
SU 36 District Office (RNESU)	Kyocera P2135DN	LVK6543032
Sudbury Elementary School	Toshiba e-Studio 4505AC	CFHF50565
Sudbury Elementary School	Kyocera P2135DN	LVK6543035
Whiting Elementary School	Toshiba e-Studio 4505AC	CFHF50673
Whiting Elementary School	Kyocera P2135DN	LVK6543039

Owned Equipment

Building	Make/Model	Serial Number
Lothrop Elementary School	HPColor Laserjet Pro M476dn	CNB6H3JC5F
Neshobe School	HPLaserJet 400 MFP M425dn	CNF8G6C7H1
Otter Valley High School	HPLaserJet 400 MFP M425dn	CNF8H5YG3R

STARDoc User Names

Name	User Name
Alexis Blake	ablake@rnesu.org
Brenda Fleming	bfleming@rnesu.org
Calli Thomas	cthomas
Dan Schmitz	dschmitz@rnesu.org
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Jeanne Collins	jcollins@rnesu.org
Rusty Mason	rmason@rnesu.org
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Susan Briere	sbriere@rnesu.org
Suzanne Denis	sdenis
Whiteney Christie	wchristie@rnesu.org

Benefits of partnering with SPC

Top Benefits to <mark>our CLIENTS:</mark>

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 <mark>239</mark> 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..

SPC Values Our Vendors

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

<div align="center">

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

</div>