



Specialized Purchasing Consultants

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2009-10 Annual Report

Year - End Photocopier Analysis

With projected costs for 2010-11

Westbrook Schools
Tyler Dunphy
117 Stroudwater Street
Westbrook, ME 04092



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

August 2010

Skip Tilton
President

Corporate Office:
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Gorham, NH 03581
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Westbrook Schools
117 Stroudwater Street
Westbrook, ME 04092

VISIT US ON THE WEB:
www.spccopypro.com

Dear Tyler:

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *5 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *22 years*.

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team

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



Skip Tilton, President
Billie Jo Tilton, Vice President

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



Joyce Cutts
Finance Director & Equipment Complaint Coordinator

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

Glen Fortier
Auditor, Electronic Specialist & Equipment Implementation

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



Sarah Allbee
Administration & Marketing

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

Anne Arbore
Administration

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



Pam Weed
Client-Vendor Relations

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

Equipment Health Status

Total Number of Machines:	55
Total Removed from Service:	1
Total Black Photocopiers	34
Total Low Cost of Operation Black Network Printers	11
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP) and/or Network Printers	9
# of Problematic Units:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	8
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	46
Commencement Date:	5/1/2008
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/13
Print Management Software Loaded	Yes
LENP Contract Signed BEU	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."

Tyler,

Notable changes in the industry that we need to keep in mind are....

- Danka has been bought out by Konica Minolta, long term commitment to Canon & Toshiba are in question
- Ikon has been bought out by Ricoh

In addition to the changes above, we have 8 machines that are approaching end-of-life that we will need to move out. You will note also that cost of color prints have come down and we may need to take a hard look at this area as well. (See Pages 31 & 33) Therefore, my recommendation is that we discuss the possibility of doing an upgrade this coming year.

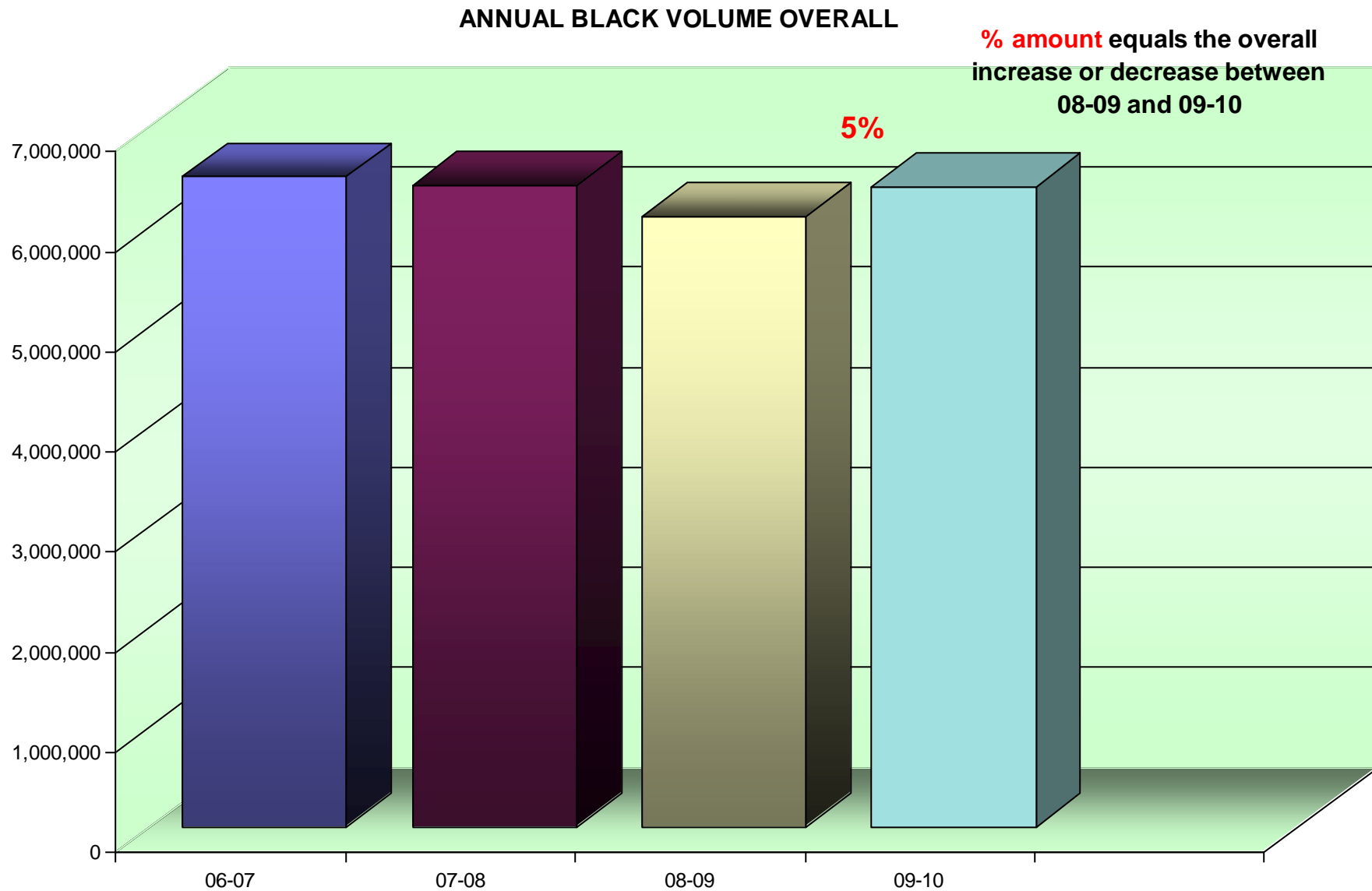
Skip

Aging Equipment Summary

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

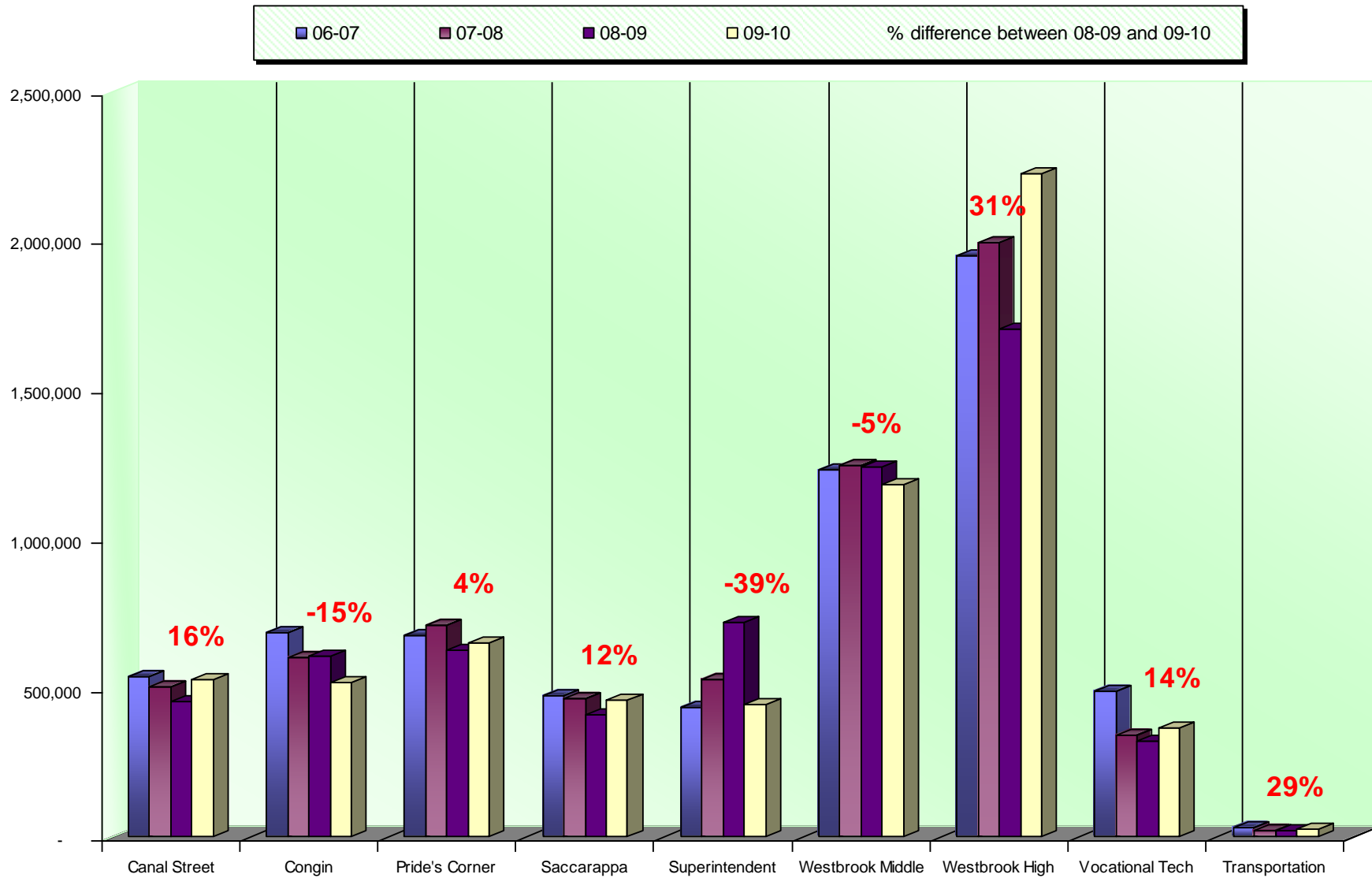
Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Westbrook High	Music Dept.	Canon 3300	MPH62246	6195-4737	06/2001
Westbrook High	Teachers' Room #219	Canon 5020i	JCT15443	5281-4892	06/2003
Westbrook High	Teachers' Room #219	Canon 5000	MPL61062	6194-2260	12/2001
Westbrook Middle School	Guidance Office	Canon 3300	MPH70246	5277-0643	06/2001
Westbrook Regional Vocational	Alternative Ed	Canon 3300	MQC02822	6213-8900	06/2001
Westbrook Regional Vocational	Marketing Program	Canon 3300	MPH67630	6209-0510	06/2001
Westbrook Regional Vocational	Reprographic Room	Canon 6020	JCU05700	5281-4990	06/2003
Westbrook Transportation	Main Office	Canon 3300	MPH64258	6195-8064	06/2001

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



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

ANNUAL BLACK VOLUME BY BUILDING



Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Canal School	235	526,385	\$10,324.63	2,240	\$36.54
Congin School	333	517,387	\$10,150.92	1,554	\$25.36
Pride's Corner	351	650,777	\$12,850.01	1,854	\$30.49
Saccarappa School	229	460,695	\$9,259.95	2,012	\$33.80
Westbrook District Office	0	442,208	\$8,694.50	0	\$0.00
Westbrook High	879	2,224,643	\$43,896.64	2,531	\$41.59
Westbrook Middle School	561	1,182,622	\$23,280.18	2,108	\$34.54
Westbrook Regional Vocational	623	365,402	\$7,339.64	587	\$9.85
Westbrook Transportation	0	27,360	\$549.94	0	\$0.00
Totals	3,211	6,397,479	\$126,346.40	1,992	\$32.77

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

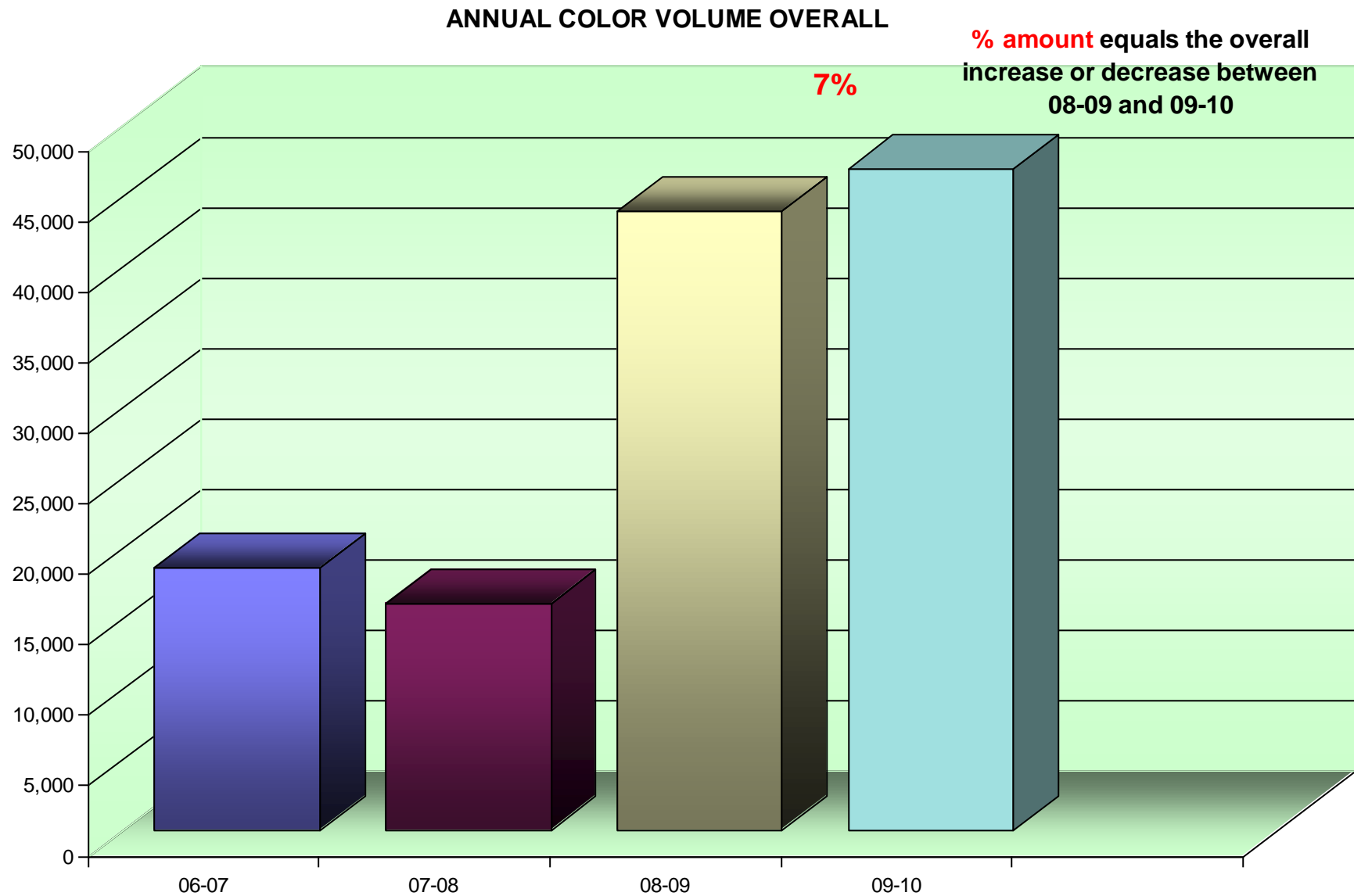
Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

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

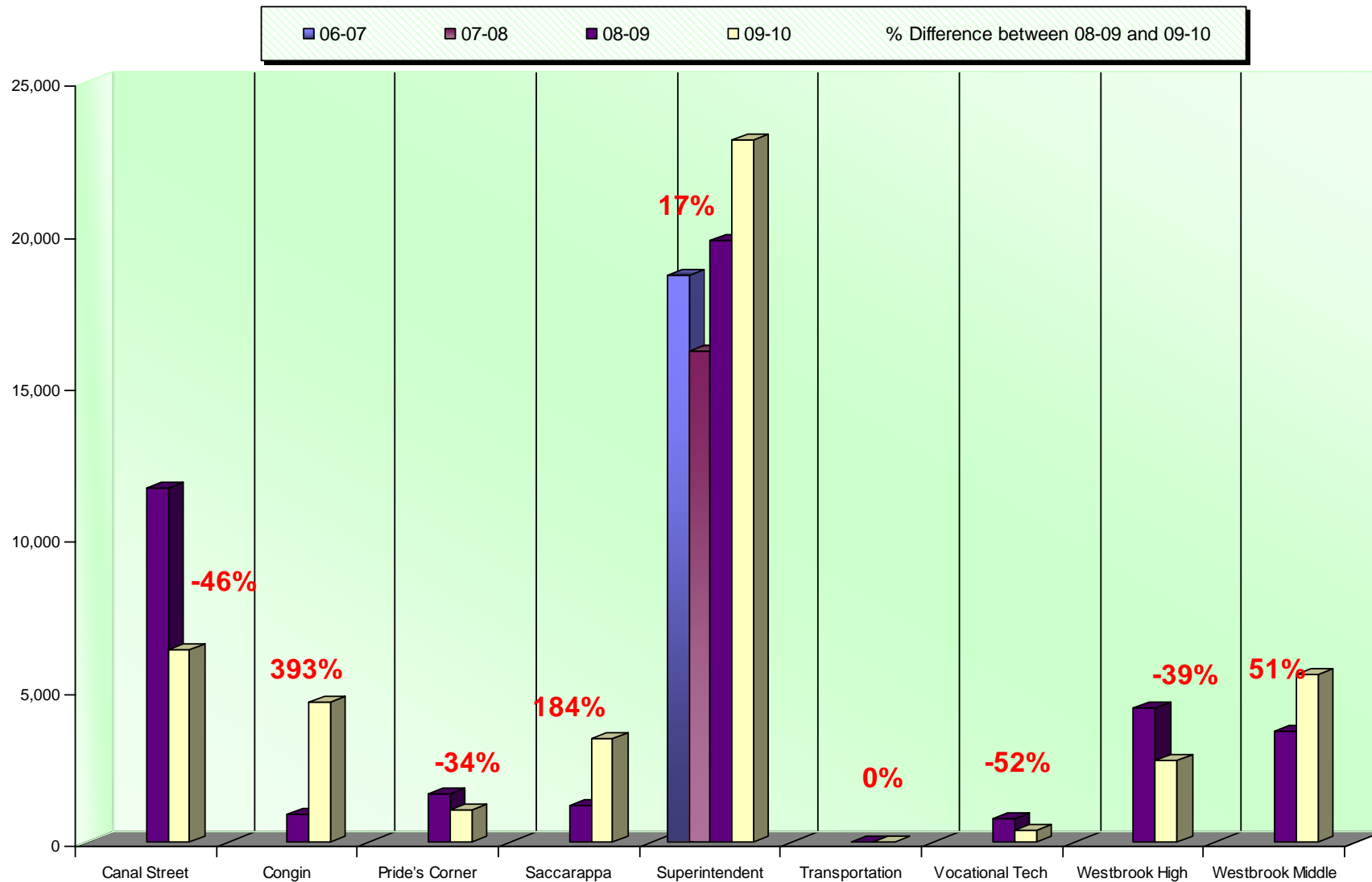
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

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



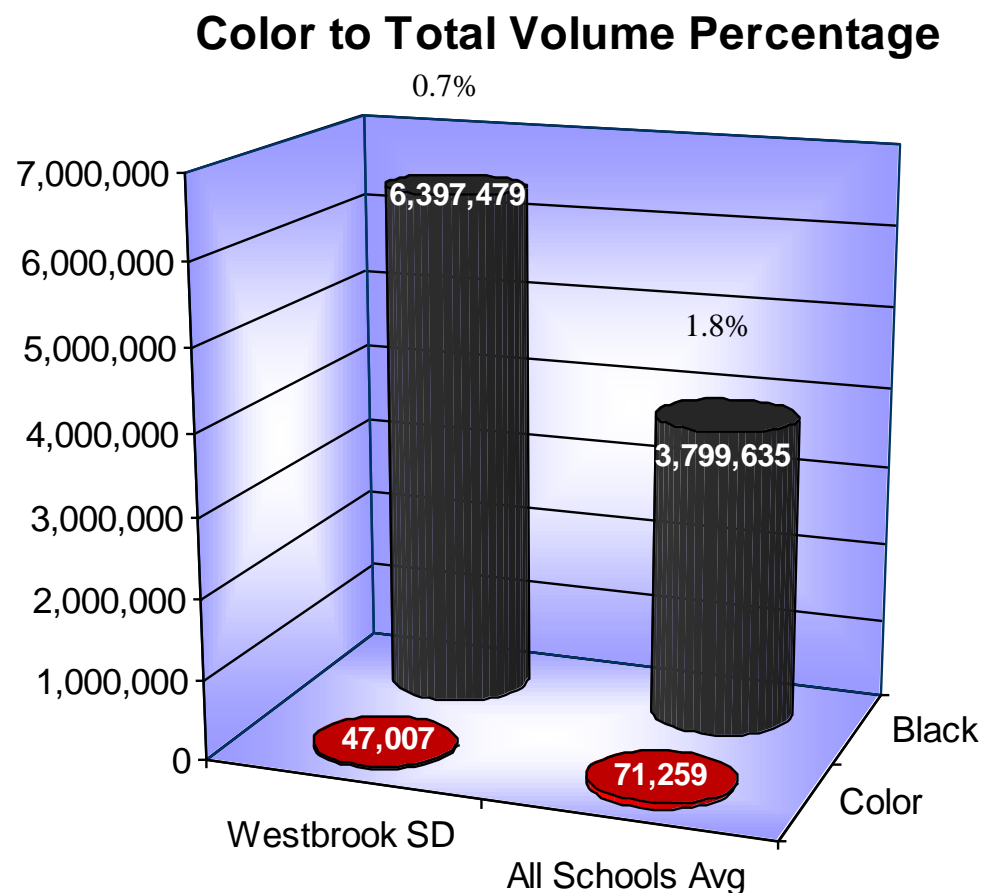
This report uses current trends for color volume to project future costs and potential equipment needs by building.

ANNUAL COLOR VOLUME BY BUILDING



Black & Color Usage Comparisons

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



Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Canal School	235	6,316	\$585.19	27	\$2.49
Congin School	333	4,601	\$426.29	14	\$1.28
Pride's Corner	351	1,037	\$96.08	3	\$0.27
Saccarappa School	229	3,398	\$314.83	15	\$1.37
Westbrook District Office	0	23,086	\$2,138.96	0	\$0.00
Westbrook High	879	2,683	\$248.59	3	\$0.28
Westbrook Middle School	561	5,514	\$510.88	10	\$0.91
Westbrook Regional Vocational	623	372	\$34.47	1	\$0.06
Westbrook Transportation	0	0	\$0.00	0	\$0.00
Totals	3,211	47,007	\$4,355.29	15	\$1.36

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

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	144,119	6,056,994	\$522,910.90	42	\$3.63

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 5/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>	<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Canal School							
Computer Lab							
Ricoh AP410 28 CPM Vendor: Ikon	44,996	52,841	7,845	12,503	-4,658	\$0.004900	None at this time.
Q3156100228 / 11450309						\$38.44	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
Main Office							
Xerox 8560MFP 30 CPM Vendor: Vary& Synnex	8,003	10,046	2,043	0	2,043	\$0.004900	Replaced w/CXF345335 under warranty.
CXF036865 /						\$10.01	
750,000 / 02/2007	11,649	15,543	3,894	0	3,894	\$0.08769	
Color Photocopier						\$341.46	
Connected							
Service Contract Expires > 8/12/2013							
Xerox 8560MFP 30 CPM Vendor: Vary& Synnex	0	1,594	1,594	23,684	-22,090	\$0.004900	None at this time.
CXF345335 /						\$7.81	
750,000 / 02/2007	0	2,422	2,422	0	2,422	\$0.08769	
Color Photocopier						\$212.39	
Connected							
Service Contract Expires > 8/12/2013							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Canal School							
Teachers' Room							
Ricoh 2060 60 CPM Vendor: Ikon	1,616,957	1,771,733	154,776	95,266	59,510	\$0.004900	None at this time.
K4555100441 / 11447390						\$758.40	
4,000,000 / 11/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Work Room							
Ricoh MP5500 55 CPM Vendor: Ikon	299,672	659,799	360,127	427,975	-67,848	\$0.004200	None at this time.
L7785100224 / 11331384						\$1,512.53	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Subtotals B&W			526,385	559,428		\$2,327.20	
Subtotals Color			6,316	0		\$553.85	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Congin School							
Computer Lab							
Ricoh AP410 28 CPM Vendor: Ikon	28,351	30,351	2,000	25,000	-23,000	\$0.004900	None at this time.
Q3156100237 / 163EX						\$9.80	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
Main Office							
Xerox 8560MFP 30 CPM Vendor: Vary& Synnex	3,377	8,501	5,124	82,397	-77,273	\$0.004900	None at this time.
CXF334692 /						\$25.11	
750,000 / 02/2007	933	5,534	4,601	0	4,601	\$0.08769	
Color Photocopier						\$403.46	
Connected							
Service Contract Expires > 8/12/2013							
Office							
Ricoh 2051 51 CPM Vendor: Ikon	1,051,091	1,211,300	160,209	300,592	-140,383	\$0.004900	None at this time.
K6755300540 / 11447310						\$785.02	
3,000,000 / 11/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Work Room							
Ricoh MP5500 55 CPM Vendor: Ikon	422,026	772,080	350,054	373,421	-23,367	\$0.004200	None at this time.
L7785100209 / 11331041						\$1,470.23	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Subtotals B&W			517,387	781,410		\$2,290.16	
Subtotals Color			4,601	0		\$403.46	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Pride's Corner							
Lab Portable Trailer							
Ricoh AP410 28 CPM Vendor: Ikon	55,930	69,637	13,707	13,835	-128	\$0.004900	None at this time.
Q3156100144 / 162EX						\$67.16	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
Main Office							
Toshiba E-523T 52 CPM Vendor: KMBS	336,216	788,334	452,118	422,512	29,606	\$0.004400	None at this time.
CZC828904 / 6214-2787						\$1,989.32	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Xerox 8560MFP 30 CPM Vendor: Vary& Synnex	4,971	8,445	3,474	44,665	-41,191	\$0.004900	None at this time.
CXF335576 /						\$17.02	
750,000 / 02/2007	1,570	2,607	1,037	0	1,037	\$0.08769	
Color Photocopier						\$90.93	
Connected							
Service Contract Expires > 8/12/2013							
Teachers' Work Room							
Toshiba E-850 85 CPM Vendor: KMBS	1,416,790	1,598,268	181,478	299,347	-117,869	\$0.004900	None at this time.
CYF510496 / 6199-6063						\$889.24	
5,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
	Subtotals B&W		650,777	780,359		\$2,962.75	
	Subtotals Color		1,037	0		\$90.93	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Saccarappa School							
Main Office							
Ricoh 2051 51 CPM Vendor: Ikon K6755300359 / 11449725 3,000,000 / 11/2004 Black Photocopier Connected	1,390,335	1,686,993	296,658	329,951	-33,293	\$0.004900 \$1,453.62 \$0.00000 \$0.00	None at this time.
Xerox 8560MFP 30 CPM Vendor: Vary & Synnex CXF336249 / 750,000 / 02/2007 Color Photocopier Connected Service Contract Expires > 9/3/2013	2,337	4,191	1,854	20,694	-18,840	\$0.004900 \$9.08 \$0.08769 \$297.97	None at this time.
Teachers' Room							
Ricoh 2060 60 CPM Vendor: Ikon K4555100423 / 11449802 4,000,000 / 11/2004 Black Photocopier Not Connected	1,414,185	1,562,632	148,447	122,967	25,480	\$0.004900 \$727.39 \$0.00000 \$0.00	None at this time.
Ricoh AP410 28 CPM Vendor: Ikon Q3156100168 / 846EV 500,000 / 03/2005 Black Network Printer Connected	59,498	73,234	13,736	14,572	-836	\$0.004900 \$67.31 \$0.00000 \$0.00	None at this time.
Subtotals B&W			460,695	488,184		\$2,257.41	
Subtotals Color			3,398	0		\$297.97	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook District Office							
Accounting Hall							
Toshiba E-162D 16 CPM Vendor: KMBS	48,559	50,649	2,090	7,981	-5,891	\$0.004900	None at this time.
CJH511891 / 6208-8115						\$10.24	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Curriculum Dept.							
Ricoh AP410 28 CPM Vendor: Ikon	43,725	64,426	20,701	10,819	9,882	\$0.004900	None at this time.
Q3156100232 / 160EX						\$101.43	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
Main Office							
Toshiba E-3510C 45 CPM Vendor: KMBS	40,317	64,673	24,356	19,491	4,865	\$0.004900	None at this time.
CVJ716683 / 5272-6851						\$119.34	
1,000,000 / 07/2006	12,892	23,318	10,426	18,637	-8,211	\$0.08769	
Color Photocopier						\$914.26	
Connected							
Toshiba E-853 85 CPM Vendor: KMBS	270,650	534,030	263,380	393,699	-130,319	\$0.004400	None at this time.
CYG818298 / 6214-2786						\$1,158.87	
5,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Westbrook District Office										
Main Office										
Xerox 8400DP 30 CPM	Vendor: Vary& Synnex	67,491	82,424	14,933	20,000	-5,067	\$0.004900	No Service Contract!		
RPC132405 /						\$73.17				
750,000 / 01/2004		57,937	70,597	12,660	0	12,660	\$0.08769			
Color Network Printer						\$1,110.16				
Connected										
Service Contract Expired 7/24/2010										
Special Services										
Toshiba E-453 45 CPM	Vendor: KMBS	108,285	225,033	116,748	68,852	47,896	\$0.004400	None at this time.		
CIE843918 / 6214-2795						\$513.69				
1,000,000 / 01/2008		0	0	0	0	0	\$0.00000			
Black Photocopier						\$0.00				
Connected										
Subtotals B&W				442,208	520,842	\$1,976.76				
Subtotals Color				23,086	18,637	\$2,024.41				

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Athletic Dept.							
Toshiba E-162D 16 CPM Vendor: KMBS	4,340	5,345	1,005	5,238	-4,233	\$0.004900	None at this time.
CJC510499 / 6196-4671						\$4.92	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Attendance Office							
Ricoh AP410 28 CPM Vendor: Ikon	43,641	55,677	12,036	12,954	-918	\$0.004900	None at this time.
Q3156100145 / 107EX						\$58.98	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
Guidance Office							
Toshiba E-603T 60 CPM Vendor: KMBS	107,136	248,247	141,111	129,671	11,440	\$0.004400	None at this time.
CQD825536 / 6214-2788						\$620.89	
4,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Library							
Toshiba E-162D 16 CPM Vendor: KMBS	9,828	18,664	8,836	11,711	-2,875	\$0.004400	None at this time.
CJC822314 / 6214-2794						\$38.88	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Main Office							
Toshiba E-600 60 CPM Vendor: KMBS	548,829	674,682	125,853	264,648	-138,795	\$0.004900	None at this time.
CQF510616 / 6199-6065						\$616.68	
4,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Xerox 8560MFP 30 CPM Vendor: Vary& Synnex	5,072	10,449	5,377	91,039	-85,662	\$0.004900	None at this time.
CXF331204 /						\$26.35	
750,000 / 02/2007	4,396	7,079	2,683	0	2,683	\$0.08769	
Color Photocopier						\$235.27	
Connected							
Service Contract Expires >9/3/2013							
Music Dept.							
Canon 3300 33 CPM Vendor: KMBS	144,172	199,638	55,466	53,099	2,367	\$0.004900	9 years from Intro.
MPH62246 / 6195-4737						\$271.78	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Room 108							
Ricoh AP410 28 CPM Vendor: Ikon	19,132	20,286	1,154	4,065	-2,911	\$0.004900	None at this time.
Q3156100146 / 108EX						\$5.65	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Room 311							
Ricoh AP410 28 CPM Vendor: Ikon	66,653	70,047	3,394	27,308	-23,914	\$0.004900	None at this time.
Q3156100234 / 109EX						\$16.63	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
Teachers' Room #219							
Canon 5000 50 CPM Vendor: KMBS	750,363	909,997	159,634	410,801	-251,167	\$0.004900	9 years from Intro.
MPL61062 / 6194-2260						\$782.21	
3,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Canon 5020i 50 CPM Vendor: KMBS	474,228	729,845	255,617	161,374	94,243	\$0.004900	7 years from Intro.
JCT15443 / 5281-4892						\$1,252.52	
3,000,000 / 06/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Toshiba E-603T 60 CPM Vendor: KMBS	620,530	1,324,350	703,820	461,609	242,211	\$0.004400	None at this time.
CQD825456 / 6214-2790						\$3,096.81	
4,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>2009/10</i>	<i>2010/11</i>	<i>Volume</i>	<i>Cost/Copy</i>	<i>Recommendations</i>	
<i>Life / Intro Date</i>	<i>7/1/2009</i>	<i>6/30/2010</i>	<i>Annual</i>	<i>Projected</i>	<i>Volume</i>	<i>Annual Cost</i>	
<i>Connectivity / Printer Exp Date</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Volume</i>	<i>Difference</i>		
Westbrook High							
Teachers' Room Basement							
Toshiba E-603T 60 CPM Vendor: KMBS	25,042	776,382	751,340	410,141	341,199	\$0.004400	None at this time.
CQA824072 / 6208-5625						\$3,305.90	
4,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Subtotals B&W			2,224,643	2,043,658		\$10,098.20	
Subtotals Color			2,683	0		\$235.27	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Middle School							
Attendance Office							
Toshiba E-600 60 CPM Vendor: KMBS	636,341	810,195	173,854	183,564	-9,710	\$0.004900	None at this time.
CQF510642 / 6199-6066						\$851.88	
4,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Guidance Office							
Canon 3300 33 CPM Vendor: KMBS	338,354	362,437	24,083	17,768	6,315	\$0.004900	9 years from Intro.
MPH70246 / 5277-0643						\$118.01	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Ricoh AP410 28 CPM Vendor: Ikon	64,525	81,940	17,415	17,745	-330	\$0.004900	None at this time.
Q3156100110 / 161EX						\$85.33	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Middle School							
Library							
Toshiba E-162D 16 CPM Vendor: KMBS	758	1,092	334	1,736	-1,402	\$0.004400	None at this time.
CJC822315 / 6214-2796						\$1.47	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Toshiba E-523T 52 CPM Vendor: KMBS	288,345	531,892	243,547	221,161	22,386	\$0.004400	None at this time.
CZD828946 / 6214-2792						\$1,071.61	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Principal's Office							
Xerox 8560MFP 30 CPM Vendor: Vary& Synnex	4,124	9,670	5,546	52,229	-46,683	\$0.004900	None at this time.
CXF336159 /						\$27.18	
750,000 / 02/2007	3,644	9,158	5,514	0	5,514	\$0.08769	
Color Photocopier						\$483.52	
Connected							
Service Contract Expires >9/3/2013							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Middle School							
Teachers' Room							
Toshiba E-603T 60 CPM Vendor: KMBS	266,865	498,840	231,975	379,035	-147,060	\$0.004400	None at this time.
CQD825537 / 6214-2791						\$1,020.69	
4,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
 Toshiba E-603T 60 CPM Vendor: KMBS	 497,406	 983,274	 485,868	 404,916	 80,952	 \$0.004400	 None at this time.
CQD825466 / 6214-2789						\$2,137.82	
4,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
 Subtotals B&W			1,182,622	1,278,154		\$5,313.99	
Subtotals Color			5,514	0		\$483.52	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional							
Adult Education							
Toshiba E-162D 16 CPM Vendor: KMBS	15,875	26,061	10,186	10,870	-684	\$0.004900	None at this time.
CJA510168 / 6198-6728						\$49.91	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Alternative Ed							
Canon 3300 33 CPM Vendor: KMBS	589,280	617,792	28,512	26,811	1,701	\$0.004900	9 years from Intro.
MQC02822 / 6213-8900						\$139.71	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Computer Programming							
Ricoh AP410 28 CPM Vendor: Ikon	44,932	49,963	5,031	60,922	-55,891	\$0.004900	None at this time.
Q3156100230 / 111EX						\$24.65	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
Drafting							
Toshiba E-162D 16 CPM Vendor: KMBS	7,386	17,049	9,663	9,596	67	\$0.004400	None at this time.
CJC822316 / 6214-2793						\$42.52	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional							
ECOE							
Toshiba E-350 35 CPM Vendor: KMBS	259,492	305,422	45,930	63,994	-18,064	\$0.004900	None at this time.
CPG424421 / 5288-8981						\$225.06	
750,000 / 01/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Main Office							
Ricoh AP410 28 CPM Vendor: Ikon	38,201	44,175	5,974	12,319	-6,345	\$0.004900	None at this time.
Q3156100235 / 110EX						\$29.27	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
Xerox 8560MFP 30 CPM Vendor: Vary& Synnex	1,421	2,799	1,378	22,701	-21,323	\$0.004900	None at this time.
CXF336251 /						\$6.75	
750,000 / 02/2007	781	1,153	372	0	372	\$0.08769	
Color Photocopier						\$32.62	
Connected							
Service Contract Expires >9/3/2013							
Marketing Program							
Canon 3300 33 CPM Vendor: KMBS	154,475	205,398	50,923	14,483	36,440	\$0.004900	9 years from Intro.
MPH67630 / 6209-0510						\$249.52	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional Office							
Toshiba E-600 60 CPM Vendor: KMBS	694,570	807,574	113,004	173,169	-60,165	\$0.004900	None at this time.
CQF510648 / 6199-6064						\$553.72	
4,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Reprographic Room							
Canon 6020 60 CPM Vendor: KMBS	620,827	715,628	94,801	84,723	10,078	\$0.004900	7 years from Intro.
JCU05700 / 5281-4990						\$464.52	
4,000,000 / 06/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Subtotals B&W			365,402	479,588		\$1,785.64	
Subtotals Color			372	0		\$32.62	

SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 5/1/2005. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
7,547,696	\$0.01077	\$0.00466	\$0.00611	\$46,116.42	\$230,582.11

Projected Equipment Costs by Building - Black

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Canal School	526,385	\$2,381.50	\$2,611.92	\$5,331.21	\$10,324.63
Congin School	517,387	\$2,343.57	\$2,567.27	\$5,240.08	\$10,150.92
Pride's Corner	650,777	\$3,029.81	\$3,229.16	\$6,591.05	\$12,850.01
Saccarappa School	460,695	\$2,308.08	\$2,285.97	\$4,665.90	\$9,259.95
Westbrook District Office	442,208	\$2,021.60	\$2,194.24	\$4,478.67	\$8,694.50
Westbrook High	2,224,643	\$10,326.86	\$11,038.68	\$22,531.10	\$43,896.64
Westbrook Middle School	1,182,622	\$5,434.46	\$5,868.17	\$11,977.55	\$23,280.18
Westbrook Regional	365,402	\$1,825.74	\$1,813.12	\$3,700.78	\$7,339.64
Westbrook Transportation	27,360	\$137.07	\$135.76	\$277.10	\$549.93
Totals	6,397,479	\$29,808.68	\$31,744.29	\$64,793.43	\$126,346.41

Service & Supply Usage Profile by Vendor - Black

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

<i>Vendor</i>	<i>Equipment Type</i>	<i>2009/10 Annual Volume</i>	<i>2009/10 Cost Per Copy</i>	<i>2009/10 Total Cost</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Projected Cost</i>	<i>Projected Savings</i>
Ikon Office	Black Photocopier	760,090	\$0.00490	\$3,724.44	\$0.00501	\$3,808.05	
Ikon Office	Black Photocopier	710,181	\$0.00420	\$2,982.76	\$0.00430	\$3,053.78	
Ikon Office	Black Network Printer	102,993	\$0.00490	\$504.67	\$0.00501	\$515.99	
Konica Minolta	Color Photocopier	24,356	\$0.00490	\$119.34	\$0.00501	\$122.02	
Konica Minolta	Black Photocopier	1,349,796	\$0.00490	\$6,614.00	\$0.00501	\$6,762.48	
Konica Minolta	Black Photocopier	3,408,740	\$0.00440	\$14,998.46	\$0.00450	\$15,339.33	
Vary Technologies	Color Photocopier	26,390	\$0.00490	\$129.31	\$0.00501	\$132.21	
Vary Technologies	Color Network Printer	14,933	\$0.00490	\$73.17	\$0.00501	\$74.81	
Totals and Averages		6,397,479	\$0.00456	\$29,146.15	\$0.00466	\$29,808.67	\$2,939.27

Projected Equipment Costs by Building - Color

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Canal School	6,316	\$553.85	\$31.34	\$585.19
Congin School	4,601	\$403.46	\$22.83	\$426.29
Pride's Corner	1,037	\$90.93	\$5.15	\$96.08
Saccarappa School	3,398	\$297.97	\$16.86	\$314.83
Westbrook District Office	23,086	\$2,024.41	\$114.55	\$2,138.96
Westbrook High	2,683	\$235.27	\$13.31	\$248.59
Westbrook Middle School	5,514	\$483.52	\$27.36	\$510.88
Westbrook Regional	372	\$32.62	\$1.85	\$34.47
Westbrook Transportation	0	\$0.00	\$0.00	\$0.00
<i>Totals</i>	<i>47,007</i>	<i>\$4,122.04</i>	<i>\$233.25</i>	<i>\$4,355.29</i>

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Color copies are typically billed in arrears quarterly or semi-annually. Projected Cost Savings represents approximate annual cost savings realized by upgrading current service and supply contracts based on current bids of **\$0.05105** per print or lower.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2009/10 Annual Volume</i>	<i>2009/10 Cost Per Copy</i>	<i>2009/10 Actual Cost</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Projected Cost</i>	<i>Projected Savings</i>
Konica Minolta Danka Imaging	Color	10,426	\$0.08769	\$914.26	\$0.08769	\$914.26	
Vary Technologies	Color Photocopier	23,921	\$0.08769	\$2,097.63	\$0.08769	\$2,097.63	
Vary Technologies	Color Network Printer	12,660	\$0.08769	\$1,110.16	\$0.08769	\$1,110.16	
Totals and Averages		47,007	\$0.08769	\$4,122.04	\$0.08769	\$4,122.04	\$1,722.34

Equipment Problems – Quality Equipment Survey Report

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

No Quality Surveys were completed and sent to SPC, so we can only assume your equipment is running satisfactorily. Because this equipment is covered under a Five-Year Equipment Replacement Warranty, any problem units could be replaced at no charge provided they have not gone beyond their warranty.

Reprographic Equipment Assessment

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

Total # of Units	55
# of Units on Lease	29
# of Units Owned	25
Lease Company	Northway Bank
Lease Start Date	5/1/2008
Lease End Date	8/1/2012
Term	5 Annual
Annual Payment usually due on 8/1	\$64,793.43
Remaining Payments	2

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

Leased Equipment

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

Building	Make	Model	Serial #
Canal School	Ricoh	2060	K4555100441
Canal School	Ricoh	MP5500	L7785100224
Canal School	Xerox	8560MFP	CXF345335
Congin School	Ricoh	2051	K6755300540
Congin School	Ricoh	MP5500	L7785100209
Congin School	Xerox	8560MFP	CXF334692
Pride's Corner	Toshiba	E-523T	CZC828904
Pride's Corner	Xerox	8560MFP	CXF335576
Saccarappa School	Ricoh	2051	K6755300359
Saccarappa School	Ricoh	2060	K4555100423
Saccarappa School	Xerox	8560MFP	CXF336249
Westbrook District Office	Toshiba	E-3510C	CVJ716683
Westbrook District Office	Toshiba	E-853	CYG818298
Westbrook District Office	Toshiba	E-453	CIE843918
Westbrook High	Toshiba	E-162D	CJC822314
Westbrook High	Toshiba	E-603T	CQD825536
Westbrook High	Toshiba	E-603T	CQA824072
Westbrook High	Toshiba	E-600	CQF510616
Westbrook High	Toshiba	E-603T	CQD825456
Westbrook High	Xerox	8560MFP	CXF331204
Westbrook Middle School	Toshiba	E-162D	CJC822315
Westbrook Middle School	Toshiba	E-523T	CZD828946
Westbrook Middle School	Toshiba	E-603T	CQD825537
Westbrook Middle School	Toshiba	E-600	CQF510642
Westbrook Middle School	Toshiba	E-603T	CQD825466
Westbrook Middle School	Xerox	8560MFP	CXF336159
Westbrook Regional Vocational	Toshiba	E-162D	CJC822316
Westbrook Regional Vocational	Toshiba	E-600	CQF510648
Westbrook Regional Vocational	Xerox	8560MFP	CXF336251

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Canal School	Ricoh	AP410	Q3156100228
Congin School	Ricoh	AP410	Q3156100237
Pride's Corner	Ricoh	AP410	Q3156100144
Pride's Corner	Toshiba	E-850	CYF510496
Saccarappa School	Ricoh	AP410	Q3156100168
Westbrook District Office	Ricoh	AP410	Q3156100232
Westbrook District Office	Toshiba	E-162D	CJH511891
Westbrook District Office	Xerox	8400DP	RPC132405
Westbrook High	Canon	5000	MPL61062
Westbrook High	Canon	3300	MPH62246
Westbrook High	Canon	5020i	JCT15443
Westbrook High	Ricoh	AP410	Q3156100234
Westbrook High	Ricoh	AP410	Q3156100146
Westbrook High	Ricoh	AP410	Q3156100145
Westbrook High	Toshiba	E-162D	CJC510499
Westbrook Middle School	Canon	3300	MPH70246
Westbrook Middle School	Ricoh	AP410	Q3156100110
Westbrook Regional Vocational	Canon	3300	MQC02822
Westbrook Regional Vocational	Canon	3300	MPH67630
Westbrook Regional Vocational	Canon	6020	JCU05700
Westbrook Regional Vocational	Ricoh	AP410	Q3156100235
Westbrook Regional Vocational	Ricoh	AP410	Q3156100230
Westbrook Regional Vocational	Toshiba	E-162D	CJA510168
Westbrook Regional Vocational	Toshiba	E-350	CPG424421
Westbrook Transportation	Canon	3300	MPH64258

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

Your Municipal Lease

When should you upgrade your municipal lease?

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

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

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

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

Compound Period: Annual

Nominal Annual Rate: 3.900%

AMORTIZATION SCHEDULE – Normal Amortization

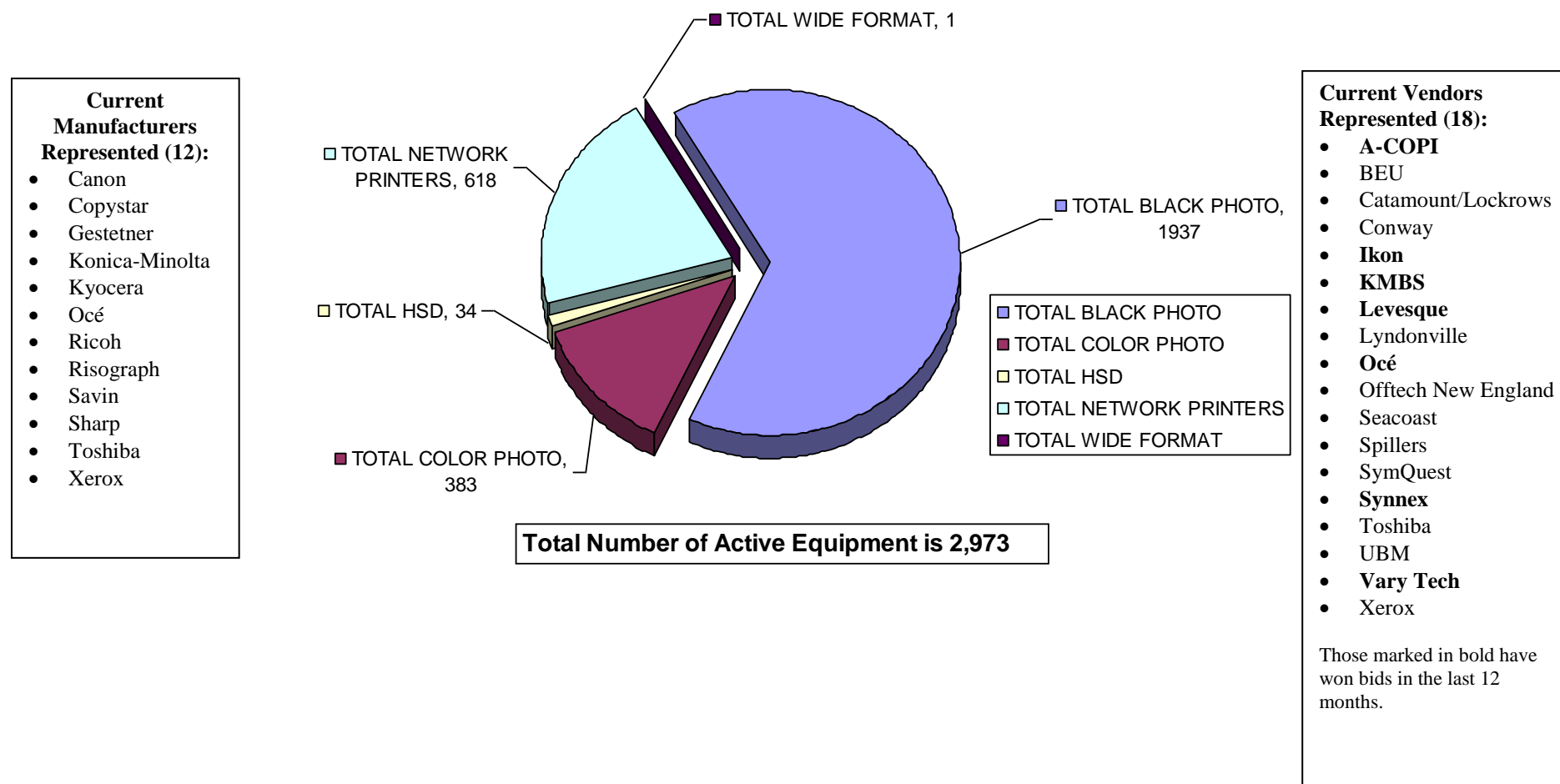
	Date	Payment	Interest	Principal	Balance
Loan	05/01/2008				\$100,000.00
1	08/01/2008	21,770.78	983.01	20,787.77	79,212.23
2	08/01/2009	21,770.78	3,089.28	18,681.50	60,530.73
3	08/01/2010	21,770.78	2,360.70	19,410.08	41,120.65
4	08/01/2011	21,770.78	1,603.71	20,167.07	20,953.58
5	08/01/2012	21,770.78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

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

Active Reprographic Equipment & Manufacturers

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

SPC Total Active Equipment



Improved SPC Services

Print Management Software with its Benefits

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

Collect meter reads daily. Benefits...

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

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

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

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

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

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

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

- Service
- Supplies
- Equipment

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

Insurance Fund with Greater SPC Installation Monitoring

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

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

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

SPC's Service & Supply Contract – Purpose & Sample

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

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

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

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

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

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

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

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

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

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

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

WARRANTY SAMPLE:

***WARRANTY
(LEASED EQUIPMENT)***

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to _____ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on _____ and terminating on _____ and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule A(P) attached hereto.

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