



Specialized Purchasing Consultants

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2011-12 Annual Report

Year - End Photocopier Analysis

With projected costs for 2012-13

Dean Flanagan
Westbrook Schools
117 Stroudwater Street
Westbrook, ME 04092



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

July 2012

Skip Tilton
President

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Dean Flanagan
Westbrook Schools
117 Stroudwater Street
Westbrook, ME 04092

VISIT US ON THE WEB:
www.spccopypro.com

Dear Dean:

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *7 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 *24 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 as well as a new service called SPC STAR Doc* 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.



Paul Garozzo

General Manager

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this

goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

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.



Derik Brasher

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographic platforms to our community of clients. My 20+ years of experience in corporate management will be key in

strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

It is a great pleasure for me to join the SPC team. One of my responsibilities will be creating detailed maps of your Copiers/Printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



The SPC Team Continued....



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is

constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

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

our clients and vendors to ensure smooth transitions or quick resolutions.

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.



Laura Lynch

Marketing Coordinator & Client Relations

As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include

scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

Equipment Health Status

Total Number of Machines:	56
Total Black Photocopiers	35
Total Low Cost of Operation Black Network Printers	10
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP) and/or Network Printers	8
Total Removed from Service:	2
# of Units OFF Warranty:	6
# of Units Approaching End of Warranty:	27
# of Units Overused:	0
# of Units Underused:	2
# of Units Connected to Network with Print and/or Scan	45
Commencement Date:	5/1/2008
# of Annual Payments Left on Lease	0
All Warranties and Service Contracts Expire:	6/30/2013
Print Management Software Loaded	Yes
LENP Contract Signed	BEU

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."

Hello Dean,

As you know, we were in the middle of an upgrade when you came on board. That being said, you will note that you are in the last year of your current agreement. Of the 56 machines, 14 units definitely need to be upgraded. In addition, both servicing vendors have been bought out by manufacturers. So it is important to secure all of your assets with a single source provider who is authorized to service that equipment. The current low bid with A-Copi accomplishes this objective and actually extends the warranties up to five more years on select machines while at the same time saving you \$451,388 over five years. In addition, it may be wise to take a hard look at your Low End Network Printers (HP's) to see if some of these units are pumping out high volumes. (Note that HP's can be as high as \$0.015 per print while your current bid came in at an average of \$0.0036 per print.) SPC STAR Doc would do a great job of monitoring this on a monthly basis.

Skip

Aging Equipment Summary

The following equipment is **eight 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
Canal School	Teachers' Room	Ricoh 2060	K4555100441	11447390	11-2004
Congin School	Main Office	Ricoh AP410	Q3156100237	163EX	03-2005
Congin School	Office	Ricoh 2051	K6755300540	11447310	11-2004
Pride's Corner	Main Office	Ricoh AP410	Q3156100144	11482837	03-2005
Saccarappa School	Main Office	Ricoh 2051	K6755300359	11449725	11-2004
Saccarappa School	Main Office	Ricoh AP410	Q3156100168	11480121	03-2005
Saccarappa School	Teachers' Room	Ricoh 2060	K4555100423	11449802	11-2004
Westbrook District Office	Special Services	Ricoh AP410	Q3156100232	11476539	03-2005
Westbrook District Office	STORAGE - NOT USED	Xerox 8400DP	RPC132405		01-2004
Westbrook District Office	Supt. 2nd Floor	Toshiba E-162	CJH511891	62088115	03-2005
Westbrook High	Athletic Office	Toshiba E-162	CJC510499	61964691	03-2005
Westbrook High	Attendance Office	Ricoh AP410	Q3156100145	107EX	03-2005
Westbrook High	Library	Toshiba E-162	CJC822316	62142793	03-2005
Westbrook High	Main Office	Toshiba E-600	CQF510616	61996065	06-2005
Westbrook High	Music Dept.	Canon 3300	MPH62246	61954737	06-2001
Westbrook High	Room 108	Ricoh AP410	Q3156100146	11482581	03-2005
Westbrook High	Room 303	Ricoh AP410	Q3156100230	11509134	03-2005
Westbrook High	Room 317	Ricoh AP410	Q3156100234	11509134	03-2005
Westbrook High	Teachers' Room #219	Canon 5000	MPL61062	61942260	12-2001
Westbrook High	Teachers' Room #306	Canon 5020i	JCT15443	52814892	06-2003
Westbrook Middle	Guidance Office	Canon 3300	MPH70246	52770643	06-2001
Westbrook Middle	Attendance Office	Toshiba E-600	CQF510642	61996066	06-2005

Westbrook Schools

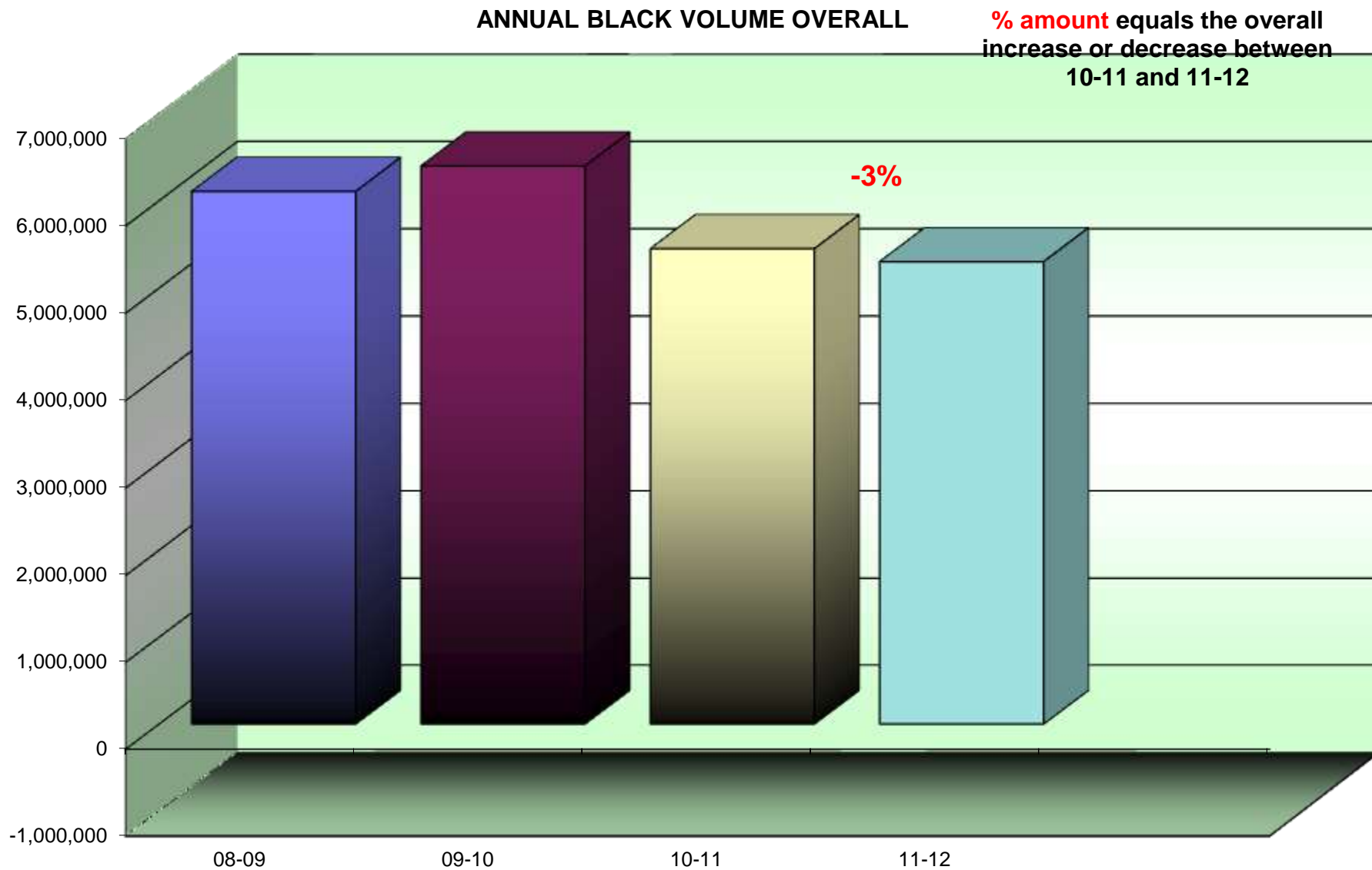
Building	Department	Make/Model	Serial #	Vendor ID#	Intro Date
Westbrook Middle	Library	Toshiba E-162	CJC822315	62142796	03-2005
Westbrook Regional Vocational	Adult Education	Toshiba E-162	CJA510168	61986728	03-2005
Westbrook Regional Vocational	Alternative Ed	Canon 3300	MQC02822	62138900	06-2001
Westbrook Regional Vocational	Drafting	Toshiba E-162	CJC822314	62142794	03-2005
Westbrook Regional Vocational	ECOE	Toshiba E-350	CPG424421	52888981	01-2004
Westbrook Regional Vocational	Faculty Room	Canon 3300	MPH67630	6209 0510	06-2001
Westbrook Regional Vocational	Main Office	Ricoh AP410	Q3156100235	110EX	03-2005
Westbrook Regional Vocational	Main Office	Toshiba E-600	CQF510648	61996064	06-2005
Westbrook Regional Vocational	Media Center	Canon 6020	JCU05700	52814990	06-2003
Westbrook Transportation	Main Office	Canon 3300	MPH64258	61958064	06-2001

Expired or Expiring Xerox Contracts

The following Xerox equipment is reaching or has reached the end of a five-year service contract. An extended contract or a replacement should be considered for these machines, or you may want to upgrade under a system-wide review.

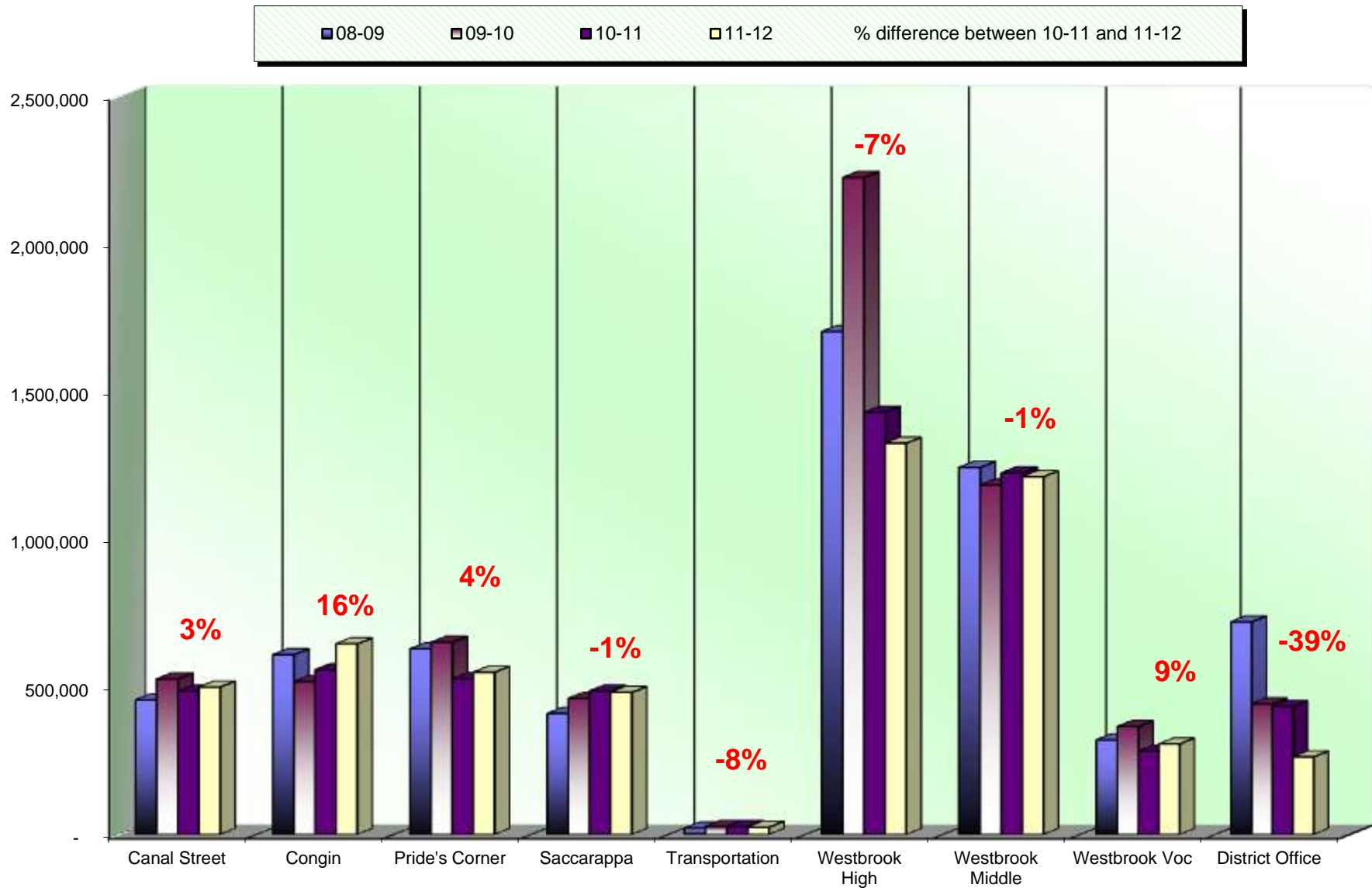
Building	Department	Make/Model	Serial #	Service Contract Expiration Date
Canal School	Main Office	Xerox 8560MFP	CXF356715	8/12/13
Congin School	Main Office	Xerox 8560MFP	CXF334692	8/12/13
Pride's Corner	Main Office	Xerox 8560MFP	CXF335576	8/12/13
Saccarappa School	Main Office	Xerox 8560MFP	CXF336249	9/3/13
Superintendent's Building	Storage	Xerox 8400DP	RPC132405	7/24/10
Westbrook High	Main Office	Xerox 8560MFP	CXF331204	9/3/13
Westbrook Middle	Principal's Office	Xerox 8560MFP	CXF336159	9/3/13
WRVC	Main Office	Xerox 8560MFP	CXF336251	9/3/13

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	498,451	\$10,953.10	2,121	\$37.90
Congin School	333	645,097	\$14,247.30	1,937	\$34.83
Pride's Corner	340	548,908	\$12,276.20	1,614	\$29.48
Saccarappa School	229	480,826	\$10,805.26	2,100	\$38.56
Westbrook District Office	0	262,550	\$5,793.03	0	\$0.00
Westbrook High	879	1,324,389	\$29,319.61	1,507	\$27.17
Westbrook Middle School	561	1,210,986	\$26,759.14	2,159	\$38.83
Westbrook Regional Vocational	623	306,117	\$6,875.09	491	\$9.02
Westbrook Transportation	0	24,794	\$557.18	0	\$0.00
Totals	3,200	5,302,118	\$117,585.92	1,657	\$29.94

*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.

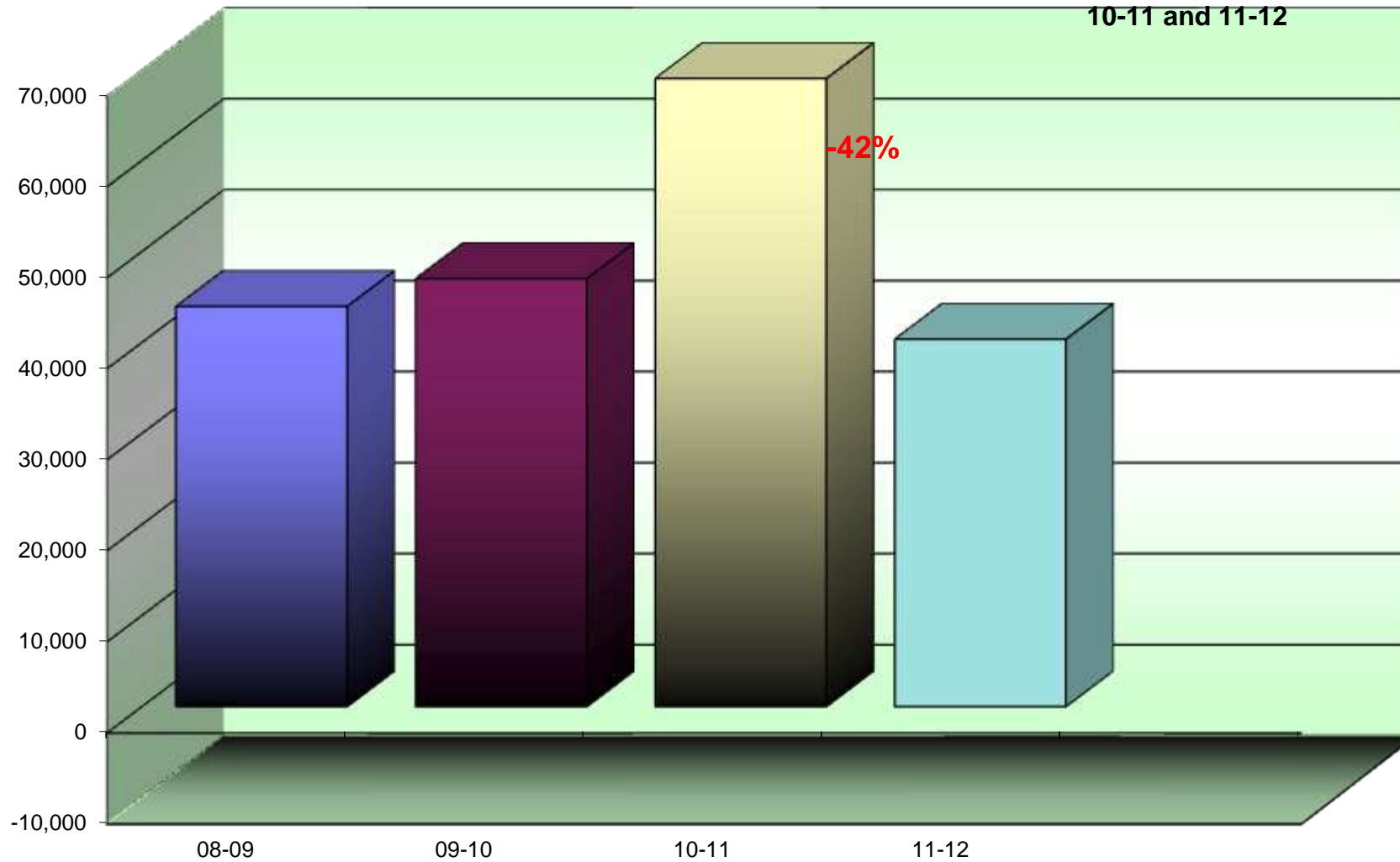
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	131,784	307,171,835	\$5,571,341.44	2,331	\$42.28

*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.

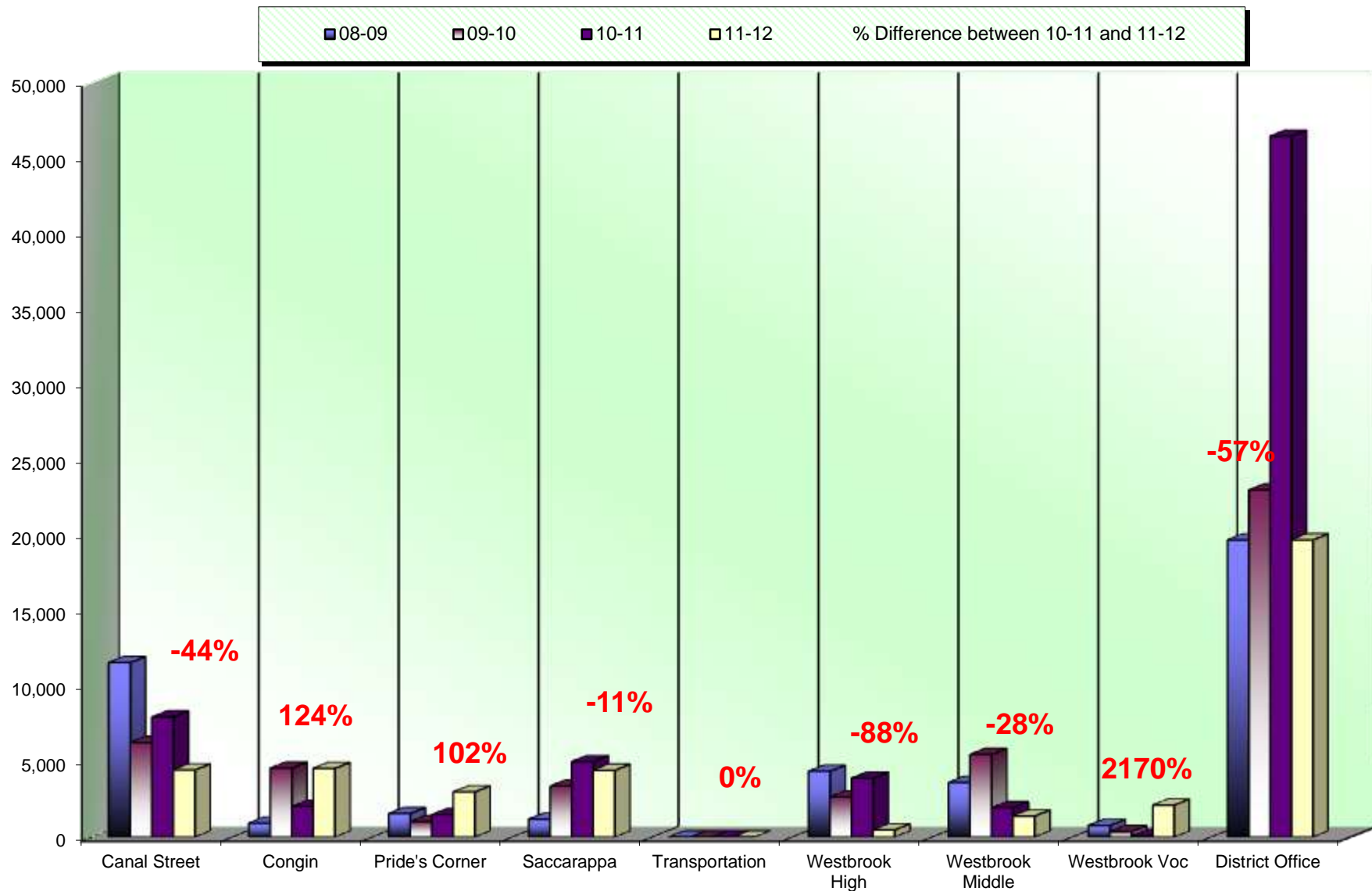
ANNUAL COLOR VOLUME OVERALL

% amount equals the overall increase or decrease between 10-11 and 11-12



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

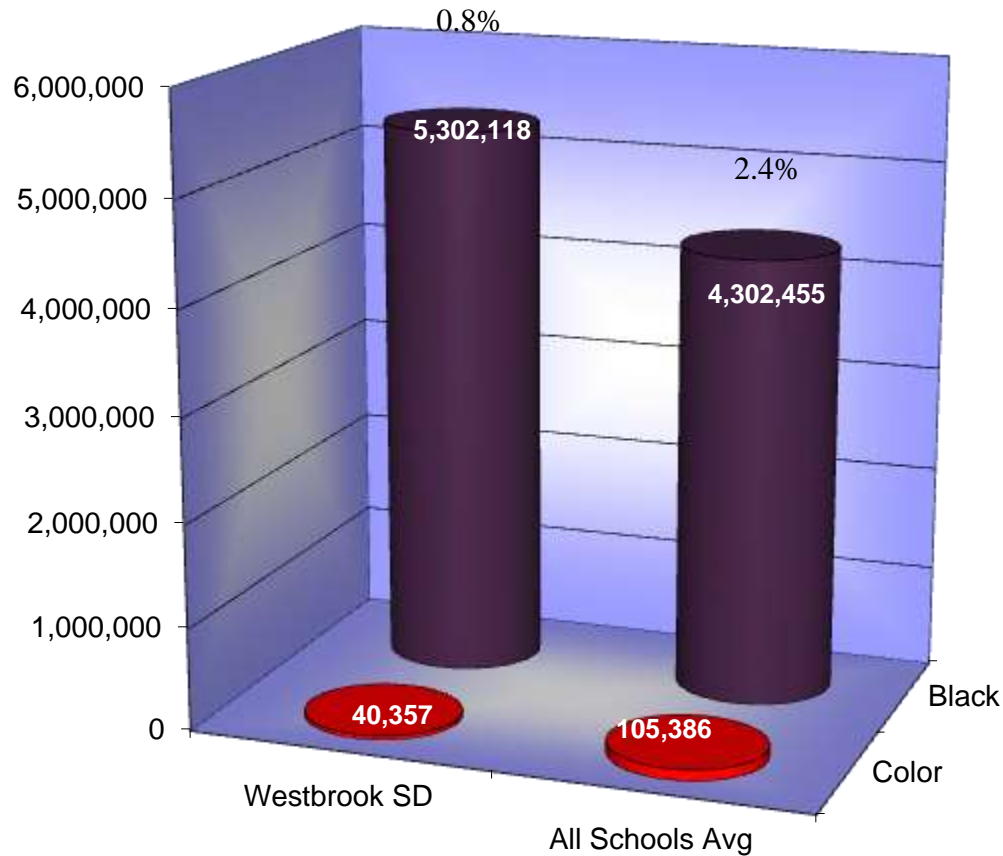
ANNUAL COLOR VOLUME BY BUILDING



Black & Color Usage Comparisons

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

Color to Total Volume Percentage



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	4,480	\$434.07	19	\$1.85
Congin School	333	4,583	\$447.03	14	\$1.34
Pride's Corner	340	3,013	\$293.89	9	\$0.86
Saccarappa School	229	4,462	\$435.23	19	\$1.90
Westbrook District Office	0	19,797	\$1,931.04	0	\$0.00
Westbrook High	879	481	\$46.92	1	\$0.05
Westbrook Middle School	561	1,407	\$137.24	3	\$0.24
Westbrook Regional Vocational	623	2,134	\$208.15	3	\$0.33
Westbrook Transportation	0	0	\$0.00	0	\$0.00
Totals	3,200	40,357	\$3,933.58	13	\$1.23

*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	131,784	7,377,029	\$486,775.63	56	\$3.69

*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</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Canal School							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	0	2,674	2,674	23,684	-21,010	\$0.005170	None at this time.
CXF356715 /						\$13.82	
750,000 / 02/2007	22	3,098	3,076	0	3,076	\$0.09050	
Color Photocopier						\$278.38	
Connected 8/12/2013							
VARY							
Xerox 8560MFP 30 CPM Black & Color	8,402	8,900	498	23,684	-23,186	\$0.005170	Service Swap
CXF345335 /						\$2.57	
750,000 / 02/2007	10,435	11,839	1,404	0	1,404	\$0.09050	
Color Photocopier						\$127.06	
Connected 8/12/2013							
VARY							
Teachers' Room							
Ricoh 2060 60 CPM	1,925,407	2,112,082	186,675	95,266	91,409	\$0.005170	8 years from Intro.
K4555100441 / 11447390						\$965.11	
3,000,000 / 11/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

7/1/2011
Meter

6/30/2012
Meter

**2011/12
Annual
Volume**

**2012/13
Projected
Volume**

Volume Difference

Cost/Copy

Annual Cost Recommendations

Canal School

Work Room

Ricoh MP5500 55 CPM
L7785100224 / 11331384
3,000,000 / 07/2006

Black Photocopier

Not Connected

IKON

984,574

1,293,178

308,604

427,975

-119,371

\$0.004440
\$1,370.20

None at this time.

0

0

0

0

0

\$0.00000

\$0.00

Subtotals B&W

498,451

570,609

\$2,351.71

Subtotals Color

4,480

0

\$405.44

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>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Congin School							
Main Office							
Ricoh AP410 28 CPM	36,421	36,421	0	25,000	-25,000	\$0.005170	7 years from Intro.
Q3156100237 / 163EX						\$0.00	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Xerox 8560MFP 30 CPM Black & Color	8,906	13,095	4,189	82,397	-78,208	\$0.005170	None at this time.
CXF334692 /						\$21.66	
750,000 / 02/2007	5,352	9,935	4,583	0	4,583	\$0.09050	
Color Photocopier						\$414.76	
Connected 8/12/2013							
VARY							
Office							
Ricoh 2051 51 CPM	1,394,941	1,703,178	308,237	300,592	7,645	\$0.005170	8 years from Intro.
K6755300540 / 11447310						\$1,593.59	
3,000,000 / 11/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

7/1/2011
Meter

6/30/2012
Meter

**2011/12
Annual
Volume**

**2012/13
Projected
Volume**

Volume Difference

Cost/Copy

Annual Cost Recommendations

Congin School

Work Room

Ricoh MP5500 55 CPM
L7785100209 / 11331041

1,136,671 1,469,342

332,671

373,421

-40,750

\$0.004440
\$1,477.06

None at this time.

3,000,000 / 07/2006

0 0

0

0

0

\$0.00000

Black Photocopier

\$0.00

Not Connected

IKON

Subtotals B&W

645,097

781,410

\$3,092.30

Subtotals Color

4,583

0

\$414.76

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>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Pride's Corner							
Main Office							
Ricoh AP410 28 CPM	80,163	87,307	7,144	13,835	-6,691	\$0.005170	7 years from Intro.
Q3156100144 / 11482837						\$36.93	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Toshiba E-523T 52 CPM	1,238,575	1,347,874	109,299	422,512	-313,213	\$0.004640	Underused!
CZC828904 / 62142787						\$507.15	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Xerox 8560MFP 30 CPM Black & Color	11,682	16,168	4,486	44,665	-40,179	\$0.005170	None at this time.
CXF335576 /						\$23.19	
750,000 / 02/2007	4,098	7,111	3,013	0	3,013	\$0.09050	
Color Photocopier						\$272.68	
Connected 8/12/2013							
VARY							

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>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Pride's Corner							
Teachers' Work Room							
Konica Minolta BH601 60 CPM	183,404	407,619	224,215	299,347	-75,132	\$0.005170	None at this time.
AOPP012000019 /						\$1,159.19	
3,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Work Room							
Konica Minolta BH600 60 CPM	705,386	909,150	203,764	0	203,764	\$0.005170	None at this time.
57BE03229 /						\$1,053.46	
3,000,000 / 08/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
	Subtotals B&W		548,908	780,359		\$2,779.93	
	Subtotals Color		3,013	0		\$272.68	

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>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Saccarappa School							
Main Office							
Ricoh 2051 51 CPM	2,007,062	2,294,862	287,800	329,951	-42,151	\$0.005170	8 years from Intro.
K6755300359 / 11449725						\$1,487.93	
3,000,000 / 11/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Ricoh AP410 28 CPM	88,895	100,093	11,198	14,572	-3,374	\$0.005170	7 years from Intro.
Q3156100168 / 11480121						\$57.89	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Xerox 8560MFP 30 CPM Black & Color	9,541	12,428	2,887	20,694	-17,807	\$0.005170	None at this time.
CXF336249 /						\$14.93	
750,000 / 02/2007	9,628	14,090	4,462	0	4,462	\$0.09050	
Color Photocopier						\$403.81	
Connected 9/3/2013							
VARY							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

7/1/2011
Meter

6/30/2012
Meter

**2011/12
Annual
Volume**

**2012/13
Projected
Volume**

Volume Difference

Cost/Copy

Annual Cost Recommendations

Saccarappa School

Teachers' Room

Ricoch 2060 60 CPM

1,706,851

1,885,792

178,941

122,967

55,974

\$0.005170

8 years from Intro.

K4555100423 / 11449802

\$925.12

3,000,000 / **11/2004**

0

0

0

0

0

\$0.00000

Black Photocopier

\$0.00

Not Connected

IKON

Subtotals B&W

480,826

488,184

\$2,485.87

Subtotals Color

4,462

0

\$403.81

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>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Westbrook District Office											
Main Office											
Konica Minolta C451 45 CPM	A00K010007731 / 87095453	1,000,000 / 06/2007	Color Photocopier	Connected	203,419	243,153	39,734	19,491	20,243	\$0.005170	None at this time.
										\$205.42	
										\$0.09050	
										\$1,791.63	
KMBS											
Toshiba E-3510C 45 CPM Black/35 CPM	CVJ716683 / 52726851	1,000,000 / 07/2006	Color Photocopier	Connected	90,442	90,442	0	19,491	-19,491	\$0.005170	Service Swap
										\$0.00	
										\$0.09050	
										\$0.00	
KMBS											
Toshiba E-853 85 CPM	CYG818298 / 62142786	4,000,000 / 01/2008	Black Photocopier	Connected	790,174	903,660	113,486	393,699	-280,213	\$0.004640	Underused!
										\$526.58	
										\$0.00000	
										\$0.00	
KMBS											

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook District Office							
Special Services 1st Floor							
Ricoh AP410 28 CPM	74,298	90,181	15,883	10,819	5,064	\$0.005170	7 years from Intro.
Q3156100232 / 11476539						\$82.12	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Special Services 2nd Floor							
Toshiba E-453 45 CPM	349,729	434,523	84,794	68,852	15,942	\$0.004640	None at this time.
CIE843918 / 62142795						\$393.44	
1,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
STORAGE - NOT USED							
Xerox 8400DP 30 CPM Black & Color	95,391	95,391	0	20,000	-20,000	\$0.005170	8 years from Intro.
RPC132405 /						\$0.00	
750,000 / 01/2004	79,942	79,942	0	0	0	\$0.09050	
Color Network Printer						\$0.00	
Connected 7/24/2010							
VARY							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook District Office							
Supt. 2nd Floor							
Toshiba E-162D 16 CPM	54,409	63,062	8,653	7,981	672	\$0.005170	7 years from Intro.
CJH511891 / 62088115						\$44.74	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
	Subtotals B&W		262,550	540,333		\$1,252.30	
	Subtotals Color		19,797	37,274		\$1,791.63	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Athletic Dept.							
Toshiba E-162D 16 CPM	7,028	8,643	1,615	5,238	-3,623	\$0.005170	7 years from Intro.
CJC510499 / 61964691						\$8.35	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Attendance Office							
Ricoh AP410 28 CPM	65,377	75,765	10,388	12,954	-2,566	\$0.005170	7 years from Intro.
Q3156100145 / 107EX						\$53.71	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Guidance Office							
Toshiba E-603T 60 CPM	391,455	533,212	141,757	129,671	12,086	\$0.004640	None at this time.
CQD825536 / 62142788						\$657.75	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Library							
Toshiba E-162D 16 CPM CJC822316 / 62142793 300,000 / 03/2005 Black Photocopier Connected KMBS	26,192 0	37,044 0	10,852 0	11,711 0	-859 0	\$0.004640 \$50.35 \$0.00000 \$0.00	7 years from Intro.
Main Office							
Toshiba E-600 60 CPM CQF510616 / 61996065 3,000,000 / 06/2005 Black Photocopier Connected KMBS	743,292 0	808,888 0	65,596 0	264,648 0	-199,052 0	\$0.005170 \$339.13 \$0.00000 \$0.00	7 years from Intro.
Xerox 8560MFP 30 CPM Black & Color CXF331204 / 750,000 / 02/2007 Color Photocopier Connected 9/3/2013 VARY	17,830 11,009	18,850 11,490	1,020 481	91,039 0	-90,019 481	\$0.005170 \$5.27 \$0.09050 \$43.53	None at this time.

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Music Dept.							
Canon 3300 33 CPM	215,020	263,697	48,677	53,099	-4,422	\$0.005170	11 years from Intro. Off warranty
MPH62246 / 61954737						\$251.66	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Room 108							
Ricoh AP410 28 CPM	20,286	28,451	8,165	4,065	4,100	\$0.005170	7 years from Intro.
Q3156100146 / 11482581						\$42.21	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Room 303							
Ricoh AP410 28 CPM	49,963	65,955	15,992	60,922	-44,930	\$0.005170	7 years from Intro.
Q3156100230 / 11509134						\$82.68	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Room 317							
Ricoh AP410 28 CPM	70,047	115,296	45,249	27,308	17,941	\$0.005170	7 years from Intro.
Q3156100234 / 11509134						\$233.94	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Teachers' Room #219							
Canon 5000 50 CPM	1,048,431	1,201,935	153,504	410,801	-257,297	\$0.005170	11 years from Intro.
MPL61062 / 61942260						\$793.62	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Toshiba E-603T 60 CPM	1,899,040	2,337,248	438,208	461,609	-23,401	\$0.004640	None at this time.
CQD825456 / 62142790						\$2,033.29	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							

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>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Westbrook High							
Teachers' Room #306							
Canon 5020i 50 CPM	877,789	1,032,636	154,847	161,374	-6,527	\$0.005170	9 years from Intro.
JCT15443 / 52814892						\$800.56	
1,000,000 / 06/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Teachers' Room Basement							
Toshiba E-603T 60 CPM	1,091,325	1,319,844	228,519	410,141	-181,622	\$0.004640	None at this time.
CQA824072 / 62085625						\$1,060.33	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
	Subtotals B&W		1,324,389	2,104,580		\$6,412.84	
	Subtotals Color		481	0		\$43.53	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Middle School							
Attendance Office							
Toshiba E-600 60 CPM	1,132,890	1,470,466	337,576	183,564	154,012	\$0.005170	7 years from Intro.
CQF510642 / 61996066						\$1,745.27	
3,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Guidance Office							
Canon 3300 33 CPM	381,748	390,973	9,225	17,768	-8,543	\$0.005170	11 years from Intro.
MPH70246 / 52770643						\$47.69	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Ricoh AP410 28 CPM	98,936	119,085	20,149	17,745	2,404	\$0.005170	7 years from Intro.
Q3156100110 / 11509485						\$104.17	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Middle School							
Library							
Toshiba E-162D 16 CPM CJC822315 / 62142796 300,000 / 03/2005 Black Photocopier Connected KMBS	1,373	1,450	77	1,736	-1,659	\$0.004640 \$0.36 \$0.00000 \$0.00	7 years from Intro.
Principal's Office							
Xerox 8560MFP 30 CPM Black & Color CXF336159 / 750,000 / 02/2007 Color Photocopier Connected 9/3/2013 VARY	12,999	15,379	2,380	52,229	-49,849	\$0.005170 \$12.30 \$0.09050 \$127.33	None at this time.
Room C112							
Toshiba E-603T 60 CPM CQD825537 / 62142791 3,000,000 / 01/2008 Black Photocopier Not Connected KMBS	724,115	972,780	248,665	379,035	-130,370	\$0.004640 \$1,153.81 \$0.00000 \$0.00	None at this time.

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Middle School							
Room C210							
Toshiba E-603T 60 CPM	1,355,263	1,690,651	335,388	404,916	-69,528	\$0.004640	None at this time.
CQD825466 / 62142789						\$1,556.20	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Room C314							
Toshiba E-523T 52 CPM	795,736	1,053,262	257,526	221,161	36,365	\$0.004640	None at this time.
CZD828946 / 62142792						\$1,194.92	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Subtotals B&W			1,210,986	1,278,154		\$5,814.72	
Subtotals Color			1,407	0		\$127.33	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional							
Adult Education							
Toshiba E-162D 16 CPM	32,210	35,188	2,978	10,870	-7,892	\$0.005170	7 years from Intro.
CJA510168 / 61986728						\$15.40	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Alternative Ed							
Canon 3300 33 CPM	628,759	644,472	15,713	26,811	-11,098	\$0.005170	11 years from Intro.
MQC02822 / 62138900						\$81.24	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Drafting							
Toshiba E-162D 16 CPM	23,865	31,383	7,518	9,596	-2,078	\$0.004640	7 years from Intro.
CJC822314 / 62142794						\$34.88	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional							
ECOE							
Toshiba E-350 35 CPM	352,353	397,627	45,274	63,994	-18,720	\$0.005170	8 years from Intro.
CPG424421 / 52888981						\$234.07	
750,000 / 01/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Faculty Room							
Canon 3300 33 CPM	192,663	216,792	24,129	14,483	9,646	\$0.005170	11 years from Intro.
MPH67630 / 6209 0510						\$124.75	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional							
Main Office							
Ricoh AP410 28 CPM Q3156100235 / 110EX 500,000 / 03/2005 Black Network Printer Connected	48,188	54,330	6,142	12,319	-6,177	\$0.005170 \$31.75 \$0.00000 \$0.00	7 years from Intro.
IKON							
Xerox 8560MFP 30 CPM Black & Color CXF336251 / 750,000 / 02/2007 Color Photocopier Connected 9/3/2013	4,365	7,675	3,310	22,701	-19,391	\$0.005170 \$17.11 \$0.09050 \$193.13	None at this time.
VARY							
Toshiba E-600 60 CPM CQF510648 / 61996064 3,000,000 / 06/2005 Black Photocopier Connected	901,687	1,007,419	105,732	173,169	-67,437	\$0.005170 \$546.63 \$0.00000 \$0.00	7 years from Intro.
KMBS							

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	\$0.00499	\$0.00578	\$43,625.68	\$218,128.40

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	498,451	\$2,388.57	\$2,473.31	\$6,091.22	\$10,953.10
Congin School	645,097	\$3,163.06	\$3,200.97	\$7,883.27	\$14,247.31
Pride's Corner	548,908	\$2,844.70	\$2,723.68	\$6,707.82	\$12,276.20
Saccarappa School	480,826	\$2,543.57	\$2,385.86	\$5,875.83	\$10,805.26
Westbrook District Office	262,550	\$1,281.82	\$1,302.77	\$3,208.44	\$5,793.03
Westbrook High	1,324,389	\$6,563.58	\$6,571.62	\$16,184.42	\$29,319.62
Westbrook Middle School	1,210,986	\$5,951.62	\$6,008.91	\$14,798.60	\$26,759.14
Westbrook Regional	306,117	\$1,615.30	\$1,518.95	\$3,740.84	\$6,875.09
Westbrook Transportation	24,794	\$131.16	\$123.03	\$302.99	\$557.18
Totals	5,302,118	\$26,483.38	\$26,309.11	\$64,793.43	\$117,585.92

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. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Ricoh USA	Black Photocopier	961,653	\$0.00517	\$4,971.75	\$0.00529	\$5,087.14
Ricoh USA	Black Photocopier	641,275	\$0.00444	\$2,847.26	\$0.00454	\$2,911.39
Ricoh USA	Black Network Printer	140,310	\$0.00517	\$725.40	\$0.00529	\$742.24
Konica-Minolta	Color Photocopier	39,734	\$0.00517	\$205.42	\$0.00529	\$210.19
Konica-Minolta	Black Photocopier	1,521,613	\$0.00517	\$7,866.74	\$0.00529	\$8,049.33
Konica-Minolta	Black Photocopier	1,976,089	\$0.00464	\$9,169.05	\$0.00475	\$9,386.42
Vary Technologies	Color Photocopier	18,272	\$0.00517	\$94.47	\$0.00529	\$96.66
Vary Technologies	Color Photocopier	3,172	\$0.00517	\$16.40	\$0.00000	\$0.00
Vary Technologies	Color Network Printer	0	\$0.00517	\$0.00	\$0.00529	\$0.00
<i>Totals and Averages</i>		<i>5,302,118</i>	<i>\$0.00488</i>	<i>\$25,896.49</i>	<i>\$0.00499</i>	<i>\$26,483.37</i>

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	4,480	\$414.76	\$22.23	\$436.99
Congin School	4,583	\$424.29	\$22.74	\$447.03
Pride's Corner	3,013	\$278.94	\$14.95	\$293.89
Saccarappa School	4,462	\$413.09	\$22.14	\$435.23
Westbrook District Office	19,797	\$1,832.81	\$98.23	\$1,931.04
Westbrook High	481	\$44.53	\$2.39	\$46.92
Westbrook Middle School	1,407	\$130.26	\$6.98	\$137.24
Westbrook Regional	2,134	\$197.57	\$10.59	\$208.15
Westbrook Transportation	0	\$0.00	\$0.00	\$0.00
Totals	40,357	\$3,736.26	\$200.25	\$3,936.49

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. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Konica-Minolta Business Solutions	Color	19,797	\$0.09050	\$1,791.63	\$0.09258	\$1,832.81
Vary Technologies	Color Photocopier	20,560	\$0.09050	\$1,860.68	\$0.09258	\$1,903.45
Vary Technologies	Color Network Printer	0	\$0.09050	\$0.00	\$0.09258	\$0.00
<i>Totals and Averages</i>		<i>40,357</i>	<i>\$0.09050</i>	<i>\$3,652.31</i>	<i>\$0.09258</i>	<i>\$3,736.26</i>

Reprographic Equipment Assessment

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

Total # of Units	56
# of Units on Lease	0
# 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	0

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

Owned Equipment

Equipment currently owned by client (as of 8/1/2012 payment).

Building	Make	Model	Serial #
Canal School	Ricoh	2060	K4555100441
Canal School	Ricoh	MP5500	L7785100224
Canal School	Xerox	8560MFP	CXF356715
Congin School	Ricoh	2051	K6755300540
Congin School	Ricoh	AP410	Q3156100237
Congin School	Ricoh	MP5500	L7785100209
Congin School	Xerox	8560MFP	CXF334692
Pride's Corner	Konica Minolta	BH600	57BE03229
Pride's Corner	Konica Minolta	BH601	AOPP012000019
Pride's Corner	Ricoh	AP410	Q3156100144
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	Ricoh	AP410	Q3156100168
Saccarappa School	Xerox	8560MFP	CXF336249
Westbrook District Office	Konica Minolta	C451	A00K010007731
Westbrook District Office	Ricoh	AP410	Q3156100232
Westbrook District Office	Toshiba	E-162D	CJH511891
Westbrook District Office	Toshiba	E-453	CIE843918
Westbrook District Office	Toshiba	E-853	CYG818298
Westbrook District Office	Xerox	8400DP	RPC132405
Westbrook High	Canon	3300	MPH62246
Westbrook High	Canon	5000	MPL61062
Westbrook High	Canon	5020i	JCT15443
Westbrook High	Ricoh	AP410	Q3156100230

Westbrook Schools

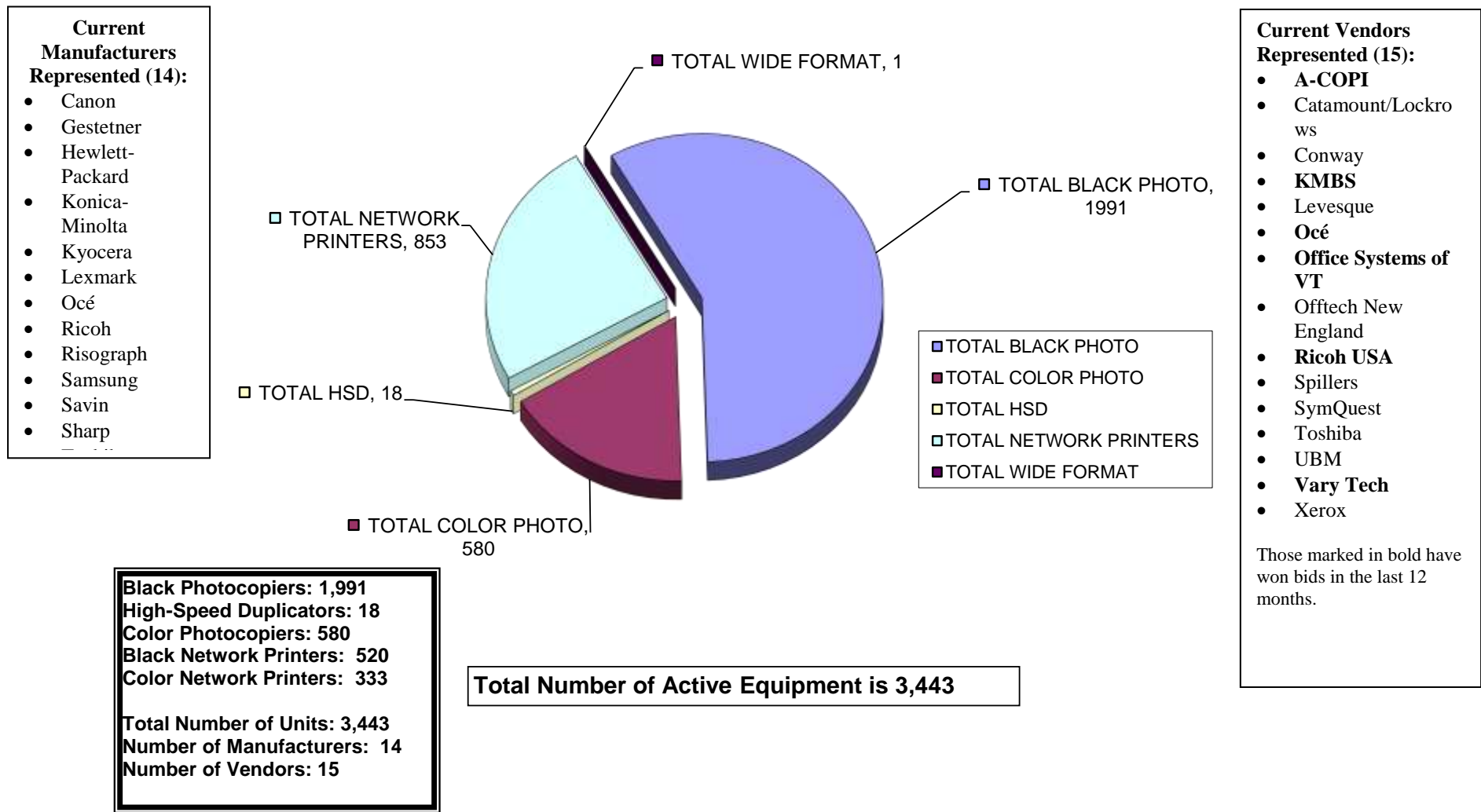
Building	Make	Model	Serial #
Westbrook High	Ricoh	AP410	Q3156100234
Westbrook High	Ricoh	AP410	Q3156100145
Westbrook High	Ricoh	AP410	Q3156100146
Westbrook High	Toshiba	E-162D	CJC822316
Westbrook High	Toshiba	E-162D	CJC510499
Westbrook High	Toshiba	E-600	CQF510616
Westbrook High	Toshiba	E-603T	CQD825536
Westbrook High	Toshiba	E-603T	CQD825456
Westbrook High	Toshiba	E-603T	CQA824072
Westbrook High	Xerox	8560MFP	CXF331204
Westbrook Middle School	Canon	3300	MPH70246
Westbrook Middle School	Ricoh	AP410	Q3156100110
Westbrook Middle School	Toshiba	E-162D	CJC822315
Westbrook Middle School	Toshiba	E-523T	CZD828946
Westbrook Middle School	Toshiba	E-600	CQF510642
Westbrook Middle School	Toshiba	E-603T	CQD825466
Westbrook Middle School	Toshiba	E-603T	CQD825537
Westbrook Middle School	Xerox	8560MFP	CXF336159
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	Toshiba	E-162D	CJC822314
Westbrook Regional Vocational	Toshiba	E-162D	CJA510168
Westbrook Regional Vocational	Toshiba	E-350	CPG424421
Westbrook Regional Vocational	Toshiba	E-600	CQF510648
Westbrook Regional Vocational	Xerox	8560MFP	CXF336251
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.

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,4 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

SPC Total Active Equipment



Improved SPC Services

Print Management Software (MagicSoft) 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.

Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



STAR Doc has been custom developed and designed by SPC to assist their clients in efficiently and effectively managing all their assets. The detailed floor maps feature for all of our clients' devices is unique and invaluable. The floor maps will provide online, real-time information on each device daily, including meter reads. SPC realizes how important it is for their clients to be aligned with their budget. In response to that need, **STAR Doc** has the ability to project your budget and determine if you are on target or falling behind. This valuable feature provides our clients the access to information needed to make important budget decisions before the end of the year. Additionally, **STAR Doc** will store all your documents which will include your most recent upgrade report, annual report, compare report, and total bid analysis. At SPC we strive to improve our services and optimize our clients' resources; we are proud to be able to offer our clients all the benefits of the **STAR Doc** system.

Anticipated released date: September 2012

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.

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:	_____