



Specialized Purchasing Consultants

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www.spccopypro.com

2008-09 Annual Report

Year - End Photocopier Analysis

With projected costs for 2009-10

Jim Amoroso
York Schools
469 US Route 1
York, ME 03909



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

November 2009

Skip Tilton
President

Corporate Office:
PO Box 190
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Jim Amoroso
York Schools
469 US Route 1
York, ME 03909

VISIT US ON THE WEB: Dear Jim:
www.spccopypro.com

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past 8 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 21 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

Table of Contents

The SPC Team	1
Your Personal Tables and Charts	
Equipment Health Status, Suggestions & Notices.....	2
Volume Trends	3
Usage Profile for Service & Supplies	7
SPC Service Cost Savings.....	23
Total Service & Supply Usage Profiles by Vendor	24
Projected Equipment Costs by Building.....	26
Average Student to Copy Usage	28
Black & Color Usage Comparison	30
Problem Equipment – Quality Check Survey Reports.....	31
Reprographic Equipment Assessment	32
Leased and Owned Equipment.....	33
SPC Activity & New Services	
Company Growth.....	35
Active Reprographic Equipment	36
Improved SPC Services.....	37
Service & Supply Contract – Purpose & Sample	39
Dual-Layered Warranty – Purpose, Explanation & Sample.....	40

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



Skip Tilton, President, New Hampshire Office
Billie Jo Tilton, Vice President, New Hampshire Office

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.



Don Labbe
Technologies Advisor & Equipment Implementation
 I am proud to bring to the table 12 years of experience as IT advisor and equipment implementation at various levels of expertise. It is my promise to bring a very high level of personalized professional installation and training that you—our clients—deserve.

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. Financing and budgeting can be a nightmare but with SPC's help much of that stress can be alleviated and our clients are guaranteed significant savings, which allows funding for other educational programs. I am excited to join the SPC staff in their commitment and focus on you and your individual needs. I look forward to serving all of you with what has always been the SPC trademark...high quality service done with honesty and integrity.

Joyce Cutts
Administration
 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!



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.



Equipment Health Status

Total Number of Machines:	39
# of Problematic Units:	Unknown*
# of Units OFF Warranty:	2
# of Units Approaching End of Warranty:	0
# of Units Overused:	0
# of Units Underused:	1
# of Units Removed from Service:	0
# of Units Connected to Network with Print and/or Scan	23

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."

Jim,

Overall there are no major issues other than the servicing of some of the Xerox machines. You also have two units (Canon 400) that are off warranty that you should keep an eye on.

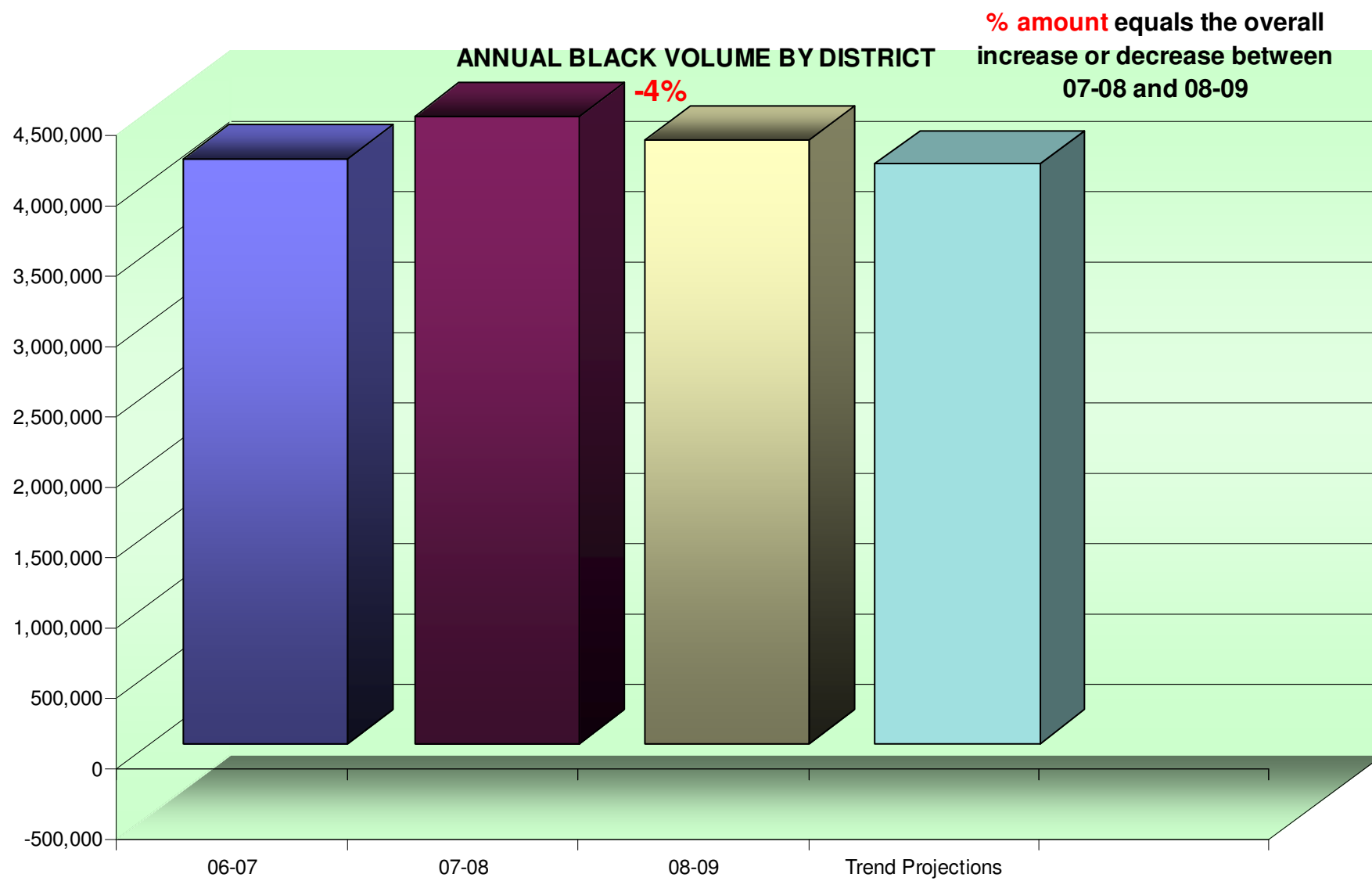
Your overall black volume is going down as well as your color prints. Is student volume going down? Or is this volume being shifted over to more expensive network printers? One way you can determine this is by consulting print management software. This software would help us to take a hard look at your low end network printer volume. These units are very expensive to operate. Please take note of page 36.

We now have in place programs and vendors who are capable of servicing these units on an all inclusive cost per print plan with no minimums or maximums similar to your copiers at a fraction of your present cost. Best of all, it can be implemented without expending any capital.

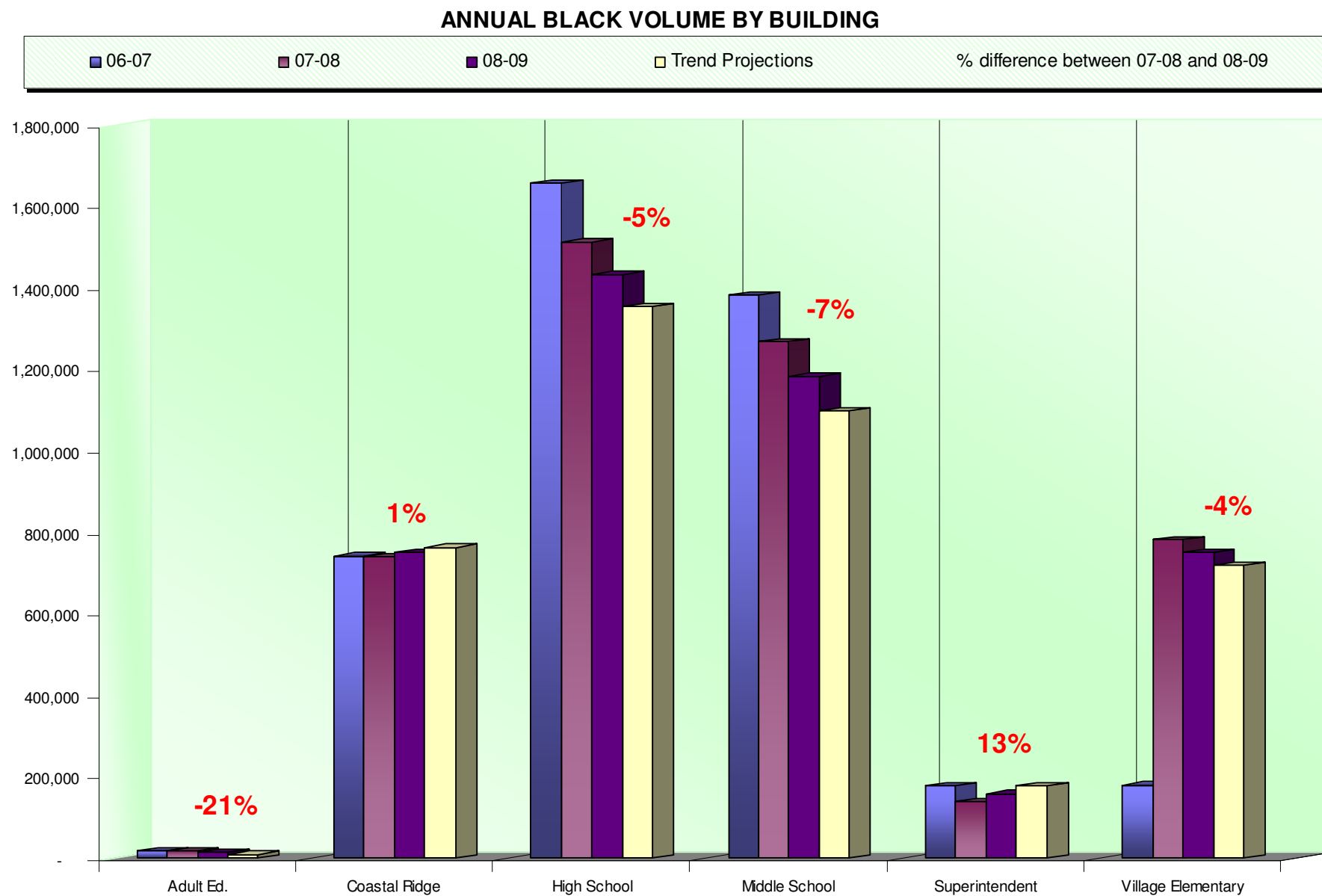
When we meet I will expound upon this in greater detail.

Skip

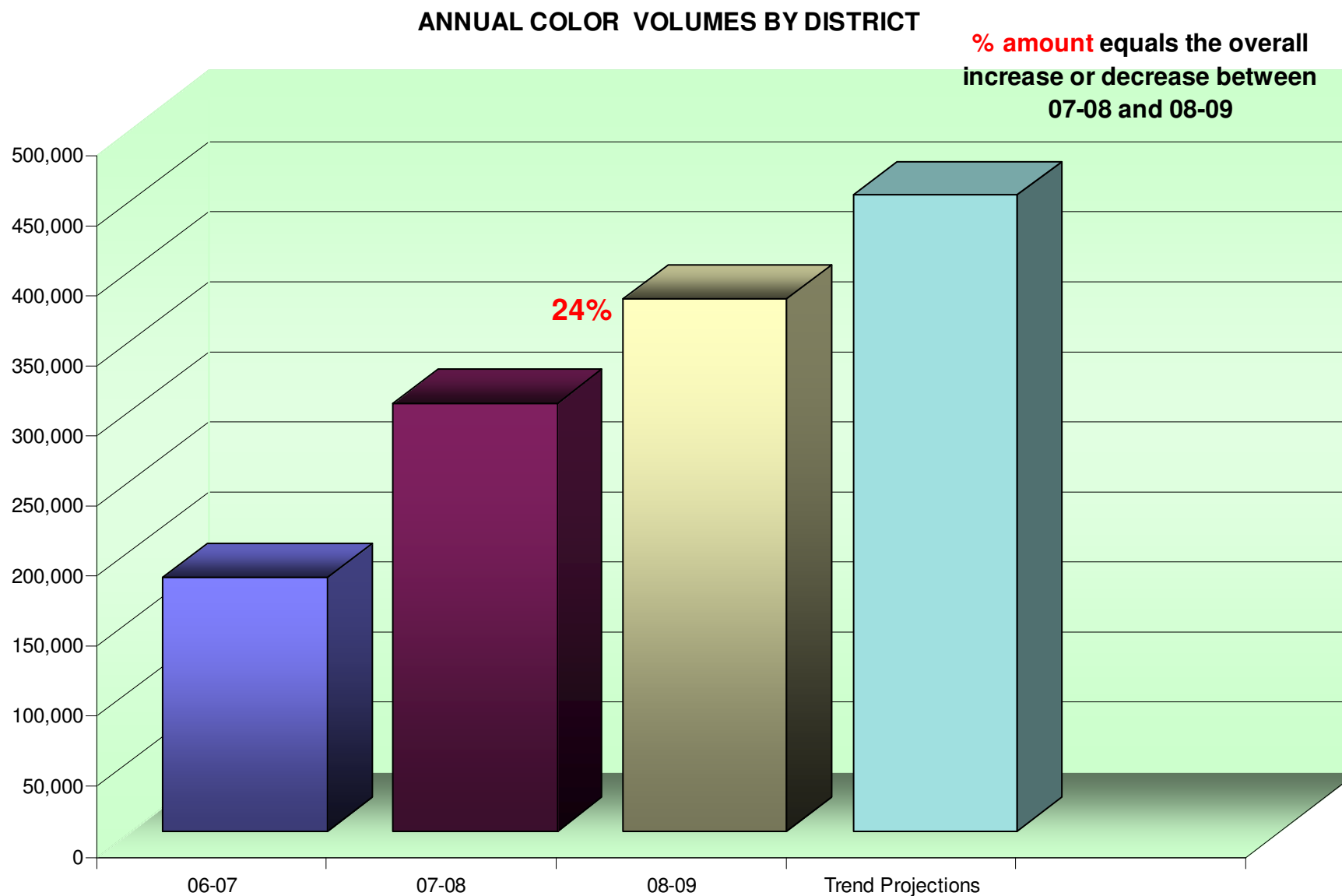
This report uses current trends for black volume to project future costs and potential equipment needs on an overall basis.



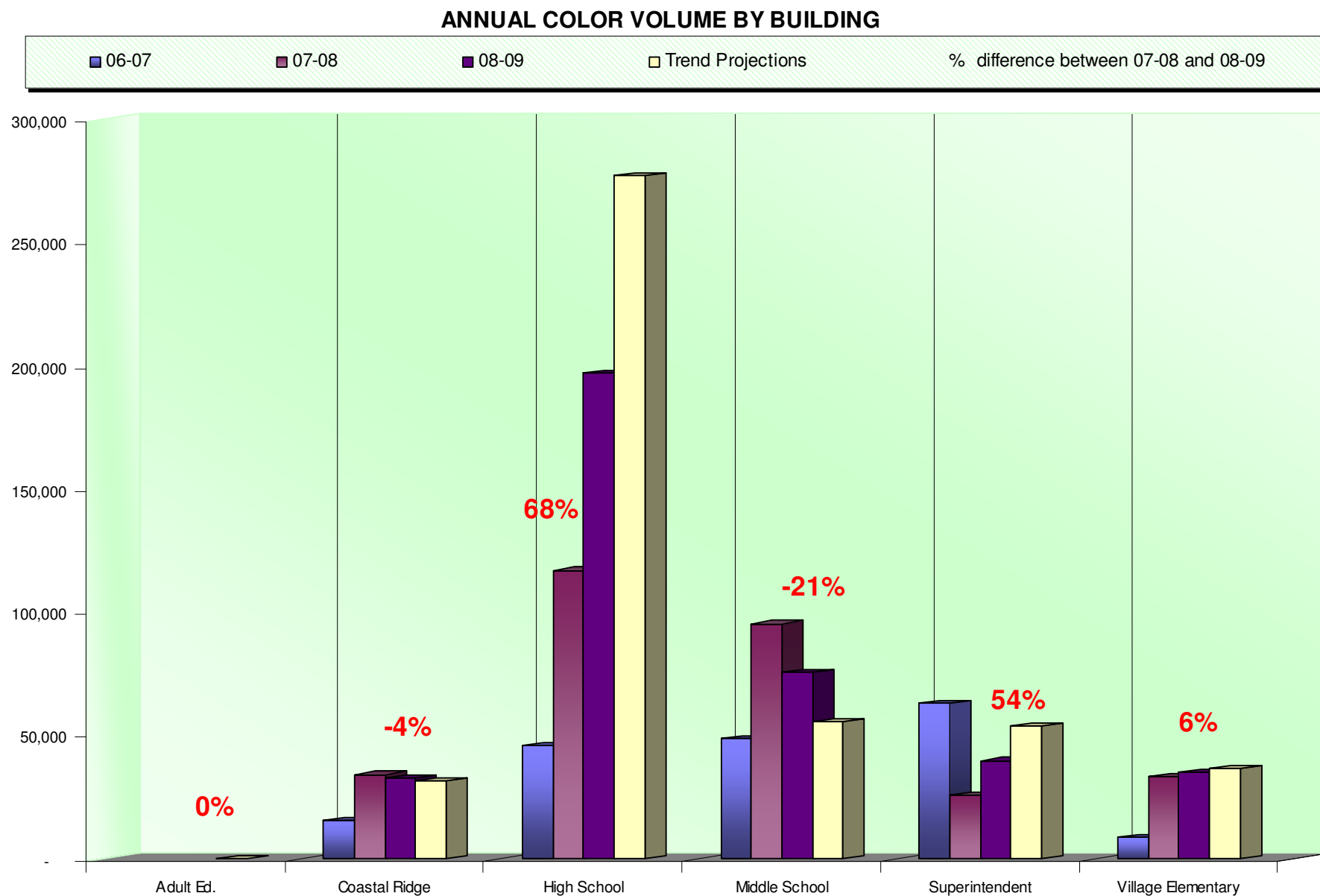
This report uses current trends for black volume to project future costs and potential equipment needs by building.



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.



Usage Profile for Service & Supplies

Also shown in your Snapshot Report, 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: 10/1/2007

<i>Make-Model Serial Number / Vendor ID Life / Intro Date Connectivity</i>	<i>7/01/2008 Meter</i>	<i>6/30/2009 Meter</i>	<i>2008/09 Annual Volume</i>	<i>Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Coastal Ridge Elementary							
Computer Lab							
Xerox 8550DP	13,450	16,010	2,560	17,238	-14,678	\$0.004900	None
WYP331205 / N/A						\$12.54	
750,000 / 06/2005	32,141	44,323	12,182	0	12,182	\$0.08769	
Color Network Printer						\$1,068.24	
Connected							
Copy Room							
Ricoh MP5500	256,179	532,994	276,815	282,375	-5,560	\$0.004900	None
L7775600259 / 11449634						\$1,356.39	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Main Office							
Xerox 8560MFP	9,079	22,817	13,738	96,963	-83,225	\$0.004900	None
CXF035828 / N/A						\$67.32	
750,000 / 02/2007	17,109	37,514	20,405	0	20,405	\$0.08769	
Color Photocopier						\$1,789.31	
Connected							

Date of Last Upgrade: 10/1/2007

<i>Make-Model Serial Number / Vendor ID Life / Intro Date Connectivity</i>	<i>7/01/2008 Meter</i>	<i>6/30/2009 Meter</i>	<i>2008/09 Annual Volume</i>	<i>Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Coastal Ridge Elementary Office							
Toshiba E-720	369,707	828,147	458,440	680,973	-222,533	\$0.004400	None
CRG716693 / 6202-3807						\$2,017.14	
5,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<i>Subtotals B&W</i>			<i>751,553</i>	<i>1,077,549</i>		<i>\$3,453.39</i>	
<i>Subtotals</i>			<i>32,587</i>	<i>0</i>		<i>\$2,857.55</i>	

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<i>Make-Model Serial Number / Vendor ID Life / Intro Date Connectivity</i>	<i>7/01/2008 Meter</i>	<i>6/30/2009 Meter</i>	<i>2008/09 Annual Volume</i>	<i>Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Village Elementary							
Library							
Ricoh 1035	425,731	459,802	34,071	101,053	-66,982	\$0.004900	None
H7016801824 / 11449854						\$166.95	
750,000 / 05/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Xerox 8550DP	17,081	19,330	2,249	28,429	-26,180	\$0.004900	None
WYP331229 / N/A						\$11.02	
750,000 / 06/2005	35,890	57,228	21,338	0	21,338	\$0.08769	
Color Network Printer						\$1,871.13	
Connected							
Main Office							
Xerox 8560MFP	24,492	40,561	16,069	139,449	-123,380	\$0.004900	None
CXF035814 / N/A						\$78.74	
750,000 / 02/2007	12,350	25,812	13,462	0	13,462	\$0.08769	
Color Photocopier						\$1,180.48	
Connected							

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Village Elementary							
Special Ed. Main Office							
Ricoh MP5500	87,800	191,443	103,643	153,229	-49,586	\$0.004900	None
L7775500607 / 697JZ						\$507.85	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Teachers' Room							
Toshiba E-720T	531,545	1,125,744	594,199	628,668	-34,469	\$0.004400	None
CRG716694 / 6202-3868						\$2,614.48	
5,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Subtotals B&W			750,231	1,050,828		\$3,379.03	
Subtotals			34,800	0		\$3,051.61	

Date of Last Upgrade: 10/1/2007

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York Adult Education							
Office							
Toshiba E-452	13,750	26,711	12,961	39,683	-26,722	\$0.004400	None
CIE730326 / 6202-3691						\$57.03	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Subtotals B&W			12,961	39,683		\$57.03	
Subtotals			0	0		\$0.00	

Date of Last Upgrade: 10/1/2007

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York District Office							
<i>Copy Room</i>							
Ricoh MP5500	61,307	179,171	117,864	212,074	-94,210	\$0.004900	Underused!
L7775600290 / 696JZ						\$577.53	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier Connected						\$0.00	
<i>Hall</i>							
Canon C3380	26,704	60,261	33,557	36,646	-3,089	\$0.004900	None
MMN00735 / 604JZ						\$164.43	
750,000 / 10/2006	15,021	42,712	27,691	0	27,691	\$0.07770	
Color Photocopier Connected						\$2,151.59	
<i>Office</i>							
Xerox 8560MFP	9,623	16,676	7,053	33,110	-26,057	\$0.004900	None
CXF035987 / N/A						\$34.56	
750,000 / 02/2007	10,834	22,846	12,012	0	12,012	\$0.08769	
Color Photocopier Connected						\$1,053.33	
<i>Subtotals B&W</i>			158,474	281,830		\$776.52	
<i>Subtotals</i>			39,703	0		\$3,204.92	

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York High							
Art Lab							
Xerox 8550DP	19,380	29,885	10,505	24,858	-14,353	\$0.004900	None
WYP330906 / N/A						\$51.47	
750,000 / 06/2005	40,988	61,843	20,855	0	20,855	\$0.08769	
Color Network Printer Connected						\$1,828.77	
Computer Lab C-105							
Xerox 8550DP	17,286	31,459	14,173	85,539	-71,366	\$0.004900	None
WYP331682 / N/A						\$69.45	
750,000 / 06/2005	64,558	100,962	36,404	0	36,404	\$0.08769	
Color Network Printer Connected						\$3,192.27	
English A-143							
Canon 3200C	129,142	143,095	13,953	88,111	-74,158	\$0.004900	None
MSK15759 / 11482387						\$68.37	
750,000 / 04/2003	106,157	203,846	97,689	0	97,689	\$0.07770	
Color Photocopier Connected						\$7,590.44	

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York High							
Front Office							
Ricoh MP5500	484,411	926,366	441,955	442,051	-96	\$0.004900	None
L7775500599 / 11449648						\$2,165.58	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Toshiba E-600T	324,181	798,999	474,818	685,834	-211,016	\$0.004400	None
CQG721421 / 6202-3769						\$2,089.20	
4,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Guidance Office							
Canon 6000	2,003,247	2,077,845	74,598	125,788	-51,190	\$0.004900	None
NSN17603 / 11450350						\$365.53	
4,000,000 / 08/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							

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York High							
Library							
Ricoh 1045	265,156	274,355	9,199	11,841	-2,642	\$0.004900	None
H7116500268 / 11482435	\$45.08						
1,000,000 / 05/2001	0	0	0	0	0	\$0.000000	
Black Photocopier						\$0.00	
Not Connected							
Main Office							
Xerox 8560MFP	11,891	31,623	19,732	75,000	-55,268	\$0.004900	None
CXF035970 / N/A						\$96.69	
750,000 / 02/2007	12,413	38,407	25,994	0	25,994	\$0.08769	
Color Photocopier						\$2,279.41	
Connected							
Resource Room							
Canon 400	313,593	342,270	28,677	50,716	-22,039	\$0.004900	Warranty expired!
NQG11222 / L6203						\$140.52	
1,000,000 / 11/1999	0	0	0	0	0	\$0.000000	
Black Photocopier						\$0.00	
Not Connected							

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York High							
Room C153							
Xerox 8560DN	2,836	6,967	4,131	9,497	-5,366	\$0.004900	None
FBT073589 / N/A						\$20.24	
750,000 / 02/2007	4,371	9,831	5,460	0	5,460	\$0.08769	
Color Network Printer						\$478.79	
Connected							
Social Studies Prep Room							
Ricoh MP5500	290,763	623,984	333,221	391,501	-58,280	\$0.004900	None
L7775600014 / 11449611						\$1,632.78	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Xerox 8550DP	15,265	23,835	8,570	122,278	-113,708	\$0.004900	None
WYP331681 / N/A						\$41.99	
750,000 / 06/2005	18,566	29,228	10,662	0	10,662	\$0.08769	
Color Network Printer						\$934.95	
Connected							
Subtotals B&W			1,433,532	2,113,014		\$6,786.90	
Subtotals			197,064	0		\$16,304.63	

Date of Last Upgrade: 10/1/2007

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York Middle							
8th Grade Wind #3305							
Canon 6000	571,378	738,401	167,023	230,158	-63,135	\$0.004900	None
NSN17612 / L5649						\$818.41	
4,000,000 / 08/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Computer Lab # 2318							
Xerox 8560DN	3,103	7,434	4,331	69,149	-64,818	\$0.004900	None
FBT045288 / N/A						\$21.22	
750,000 / 02/2007	6,316	13,467	7,151	0	7,151	\$0.08769	
Color Network Printer						\$627.07	
Connected							
Computer Lab #2319							
Xerox 8550DP	19,704	29,610	9,906	0	9,906	\$0.004900	None
WYP331207E / N/A						\$48.54	
750,000 / 06/2005	49,005	71,848	22,843	0	22,843	\$0.08769	
Color Network Printer						\$2,003.10	
Connected							

Date of Last Upgrade: 10/1/2007

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York Middle							
Library							
Canon 400	613,240	616,166	2,926	10,033	-7,107	\$0.004900	Warranty expired!
NQG02114 / L8182						\$14.34	
1,000,000 / 11/1999	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Toshiba E-162	1,766	4,466	2,700	5,244	-2,544	\$0.004400	None
CJF720285 / 6202-3716						\$11.88	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Xerox 8550DP	33,166	43,208	10,042	75,000	-64,958	\$0.004900	None
WYP331206E / N/A						\$49.21	
750,000 / 06/2005	56,272	80,590	24,318	0	24,318	\$0.08769	
Color Network Printer						\$2,132.45	
Connected							

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York Middle							
Main Office							
Ricoh MP5500	191,194	445,749	254,555	324,404	-69,849	\$0.004900	None
L7775500604 / 11447133						\$1,247.32	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier Connected						\$0.00	
Xerox 8560MFP	4,980	11,139	6,159	35,510	-29,351	\$0.004900	None
CXF035973 / N/A						\$30.18	
750,000 / 02/2007	14,603	27,687	13,084	0	13,084	\$0.08769	
Color Photocopier Connected						\$1,147.34	
Principal's Office							
Xerox 8560DN	563	2,355	1,792	8,922	-7,130	\$0.004900	None
FBT045296 / N/A						\$8.78	
750,000 / 02/2007	482	2,163	1,681	0	1,681	\$0.08769	
Color Network Printer Connected						\$147.41	

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York Middle							
Room 1202							
Xerox 8550DP	3,135	5,151	2,016	55,860	-53,844	\$0.004900	None
WYP331208E / N/A						\$9.88	
750,000 / 06/2005	11,371	17,597	6,226	0	6,226	\$0.08769	
Color Network Printer						\$545.96	
Connected							
Room 1304							
Canon 5000	1,055,940	1,114,245	58,305	111,624	-53,319	\$0.004900	None
MPL63109 / 11449622						\$285.69	
3,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Room 3105							
Ricoh MP5500	245,850	475,911	230,061	368,633	-138,572	\$0.004900	None
L7775600264 / 11449627						\$1,127.30	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							

Date of Last Upgrade: 10/1/2007

<i>Make-Model Serial Number / Vendor ID Life / Intro Date Connectivity</i>	<i>7/01/2008 Meter</i>	<i>6/30/2009 Meter</i>	<i>2008/09 Annual Volume</i>	<i>Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York Middle							
<i>Teachers' Room 5th Grade</i>							
Ricoh MP5500	198,778	414,102	215,324	230,158	-14,834	\$0.004900	None
L7775600270 / 11449624						\$1,055.09	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<i>Teachers' Room 6th Grade</i>							
Ricoh MP5500	188,668	406,765	218,097	243,320	-25,223	\$0.004900	None
L7775600304 / 11449613						\$1,068.68	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<i>Subtotals B&W</i>			<i>1,183,237</i>	<i>1,768,015</i>		<i>\$5,796.51</i>	
<i>Subtotals</i>			<i>75,303</i>	<i>0</i>		<i>\$6,603.32</i>	
<i>District Wide Black Totals</i>			<i>4,289,988</i>	<i>6,330,919</i>		<i>\$20,249.38</i>	
<i>District Wide Color Totals</i>			<i>379,457</i>	<i>0</i>		<i>\$32,022.04</i>	

SPC Service 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 this year's current cost per copy with SPC. Annual Volume represents actual projected volume when you first became an SPC client. 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>
4,589,265	\$0.01903	\$0.00472	\$0.01431	\$65,672.38	\$328,361.90

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.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2008/09 Annual Volume</i>	<i>2008/09 Cost Per Copy</i>	<i>2008/09 Total Cost</i>	<i>2009/10 Cost Per Copy¹</i>	<i>2009/10 Projected Cost²</i>	<i>Projected Savings³</i>
Ikon Office Solutions	Color Photocopier	47,510	\$0.00490	\$232.80	\$0.00490	\$232.80	
Ikon Office Solutions	Black Photocopier	2,566,334	\$0.00490	\$12,575.04	\$0.00490	\$12,575.04	
Konica Minolta	Black Photocopier	1,543,118	\$0.00440	\$6,789.72	\$0.00440	\$6,789.72	
Xerox	Color Photocopier	62,751	\$0.00490	\$307.48	\$0.00490	\$307.48	
Xerox	Color Network Printer	70,275	\$0.00490	\$344.35	\$0.00490	\$344.35	
<i>Totals and Averages</i>		<i>4,289,988</i>	<i>\$0.00472</i>	<i>\$20,249.38</i>	<i>\$0.00472</i>	<i>\$20,249.38</i>	<i>\$2,231.43</i>

¹ Cost per Copy typically increases by 5% or CPI, whichever is less. This figure represents this year's increase.

² Vendor will typically invoice for 80% of this figure.

³ Projected Savings represents approximate annual cost savings realized by upgrading current service and supply contracts based on current bids of \$0.0042 - \$0.0049 per print or lower!. (Savings here are calculated at \$0.0042)

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.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2008/09 Annual Volume</i>	<i>2008/09 Cost Per Copy</i>	<i>2008/09 Actual Cost</i>	<i>2009/10 Cost Per Copy</i>	<i>2009/10 Projected Cost¹</i>
Ikon Office Solutions	Color Photocopier	125,380	\$0.07770	\$9,742.03	\$0.07770	\$9,742.03
Xerox	Color Photocopier	84,957	\$0.08769	\$7,449.88	\$0.08769	\$7,449.88
Xerox	Color Network Printer	169,120	\$0.08769	\$14,830.13	\$0.08769	\$14,830.13
Totals and Averages		379,457	\$0.08439	\$32,022.04	\$0.08439	\$32,022.04

¹ Color copies typically billed in arrears quarterly or semi-annually.

Projected Equipment Costs by Building - Black

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$27.00/Case ¹	Equipment Cost ²	Total Cost
Coastal Ridge Elementary	751,553	\$3,453.39	\$4,058.39	\$6,051.15	\$13,562.92
Village Elementary York	750,231	\$3,379.03	\$4,051.25	\$6,040.50	\$13,470.78
York Adult Education	12,961	\$57.03	\$69.99	\$104.36	\$231.38
York District Office	158,474	\$776.52	\$855.76	\$1,275.96	\$2,908.24
York High	1,433,532	\$6,786.90	\$7,741.07	\$11,542.12	\$26,070.09
York Middle	1,183,237	\$5,796.51	\$6,389.48	\$9,526.86	\$21,712.85
Totals	4,289,988	\$20,249.38	\$23,165.94	\$34,540.94	\$77,956.26

¹ Estimate based on approximate current paper case costs.

² Average based on current annual lease payment.

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate paper costs are figured in to provide budget information for the upcoming fiscal year.

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$27.00/Case ¹	Total Cost ²
Coastal Ridge Elementary	32,587	\$2,857.55	\$175.97	\$3,033.52
Village Elementary York	34,800	\$3,051.61	\$187.92	\$3,239.53
York Adult Education	0	\$0.00	\$0.00	\$0.00
York District Office	39,703	\$3,204.92	\$214.40	\$3,419.32
York High	197,064	\$16,304.63	\$1,064.15	\$17,368.77
York Middle	75,303	\$6,603.32	\$406.64	\$7,009.96
Totals	379,457	\$32,022.04	\$2,049.07	\$34,071.11

¹ Estimate based on approximate current paper case costs.

² Equipment cost is not calculated with color usage.

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>
Coastal Ridge Elementary	365	751,553	\$13,562.92	2,059	\$37.16
Village Elementary	350	750,231	\$13,470.78	2,144	\$38.49
York Adult Education	800	12,961	\$231.38	16	\$0.29
York District Office	0	158,474	\$2,908.24	0	\$0.00
York High	670	1,433,532	\$26,070.09	2,140	\$38.91
York Middle	679	1,183,237	\$21,712.85	1,743	\$31.98
Totals	2,864	4,289,988	\$77,956.26	1,498	\$27.22

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

Cost Comparison – Black Only

SPC Comparison contrasting your district with 92 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	147,511	322,675,164	\$6,577,005.37	2,187	\$44.59

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

Note: This report will help you to set up future budgets if your student population goes up or down within the district or if you are planning to build a new addition or new school.

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>
Coastal Ridge Elementary	365	32,587	\$3,033.52	89	\$8.31
Village Elementary York	350	34,800	\$3,239.53	99	\$9.26
York Adult Education	800	0	\$0.00	0	\$0.00
York District Office	0	39,703	\$3,419.32	0	\$0.00
York High	670	197,064	\$17,368.77	294	\$25.92
York Middle	679	75,303	\$7,009.96	111	\$10.32
Totals	2,864	379,457	\$34,071.11	132	\$11.90

*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

SPC Comparison contrasting your district with 92 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	147,511	5,904,314	\$544,708.77	40	\$3.69

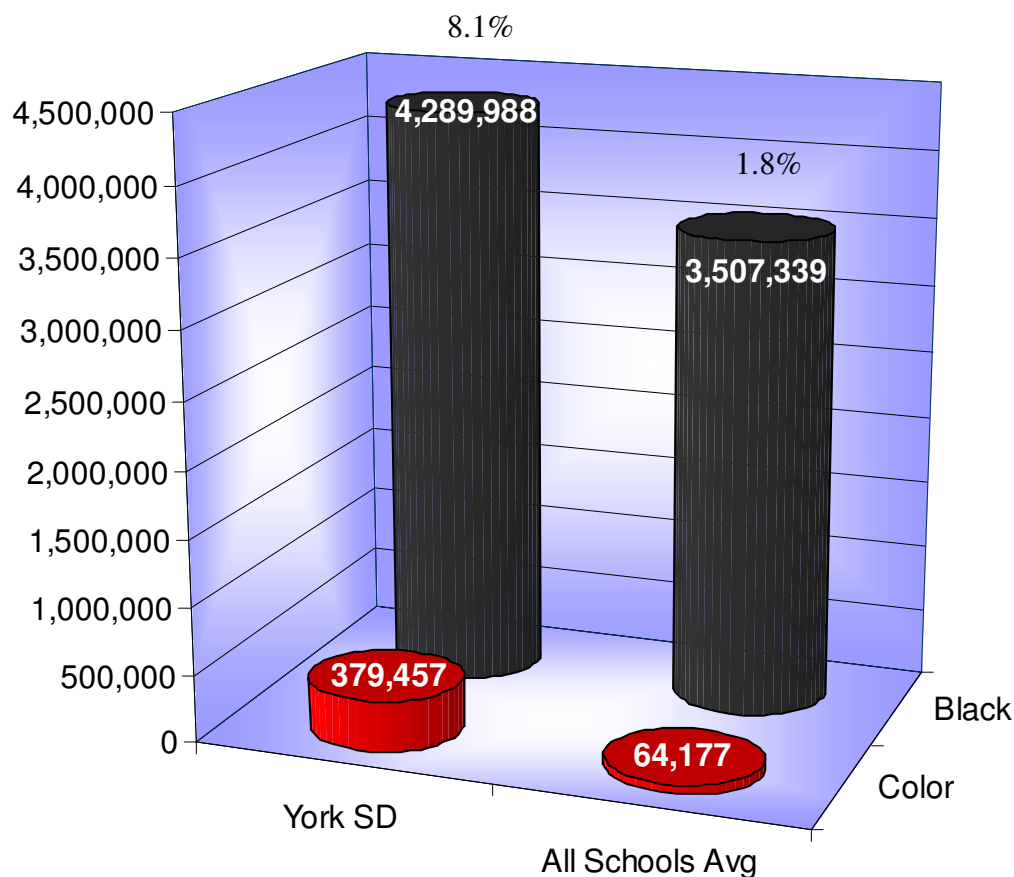
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

Note: This report will help you to set up future budgets if your student population goes up or down within the district or if you are planning to build a new addition or new school.

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



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.

Building	Machine	Serial # / Vendor ID #	Current Meter / Life Expectancy	Annual Volume / Projected Volume	Vendor	Quality	Reliability	Service	Comments	Commenter

Reprographic Equipment Assessment

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

Total # of Units	39
# of Units on Lease	23
# of Units Owned	16
Lease Company	Northway Bank
Lease Start Date	10/1/2007
Lease End Date	8/1/2012
Term	5 Annual
Annual Payment	\$34,540.94
Remaining Payments	3

Leased Equipment

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

Building	Make	Model	Serial #
Coastal Ridge Elementary	Ricoh	MP5500	L7775600259
Coastal Ridge Elementary	Toshiba	E-720	CRG716693
Coastal Ridge Elementary	Xerox	8560MFP	CXF035828
Village Elementary York	Ricoh	MP5500	L7775500607
Village Elementary York	Toshiba	E-720T	CRG716694
Village Elementary York	Xerox	8560MFP	CXF035814
York Adult Education	Toshiba	E-452	CIE730326
York District Office	Canon	C3380	MMN00735
York District Office	Ricoh	MP5500	L7775600290
York District Office	Xerox	8560MFP	CXF035987
York High	Ricoh	MP5500	L7775600014
York High	Ricoh	MP5500	L7775500599
York High	Toshiba	E-600T	CQG721421
York High	Xerox	8560MFP	CXF035970
York High	Xerox	8560DN	FBT073589
York Middle	Ricoh	MP5500	L7775600264
York Middle	Ricoh	MP5500	L7775600304
York Middle	Ricoh	MP5500	L7775600270
York Middle	Ricoh	MP5500	L7775500604
York Middle	Toshiba	E-162	CJF720285
York Middle	Xerox	8560DN	FBT045288
York Middle	Xerox	8560DN	FBT045296
York Middle	Xerox	8560MFP	CXF035973

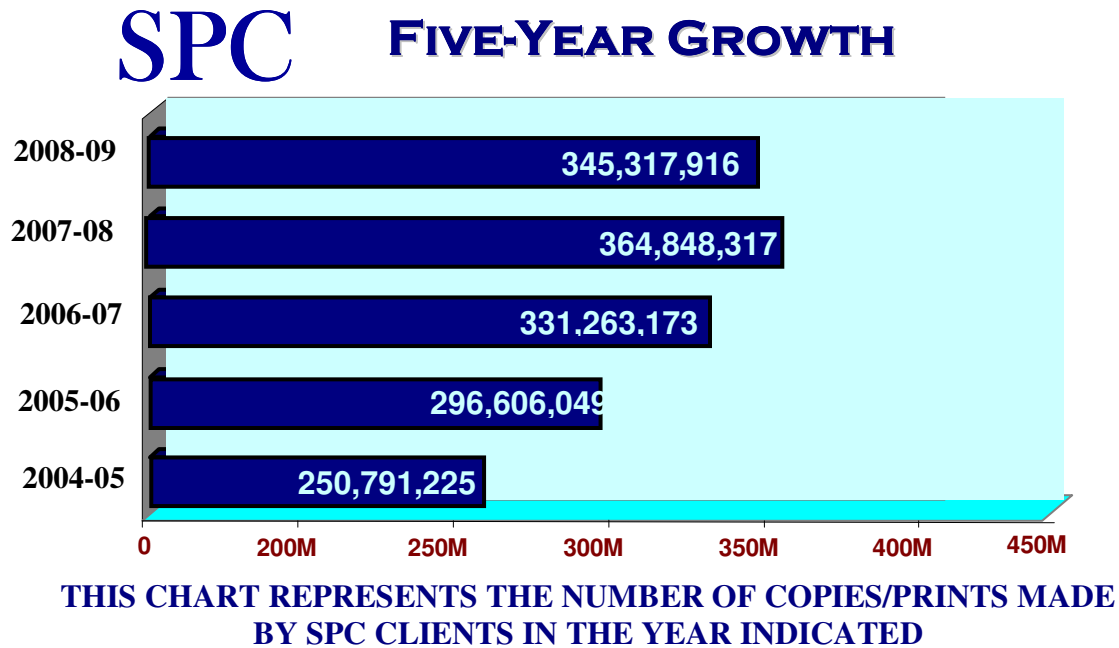
Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Coastal Ridge Elementary	Xerox	8550DP	WYP331205
Village Elementary York	Ricoh	1035	H7016801824
Village Elementary York	Xerox	8550DP	WYP331229
York High	Canon	3200C	MSK15759
York High	Canon	6000	NSN17603
York High	Canon	400	NQG11222
York High	Ricoh	1045	H7116500268
York High	Xerox	8550DP	WYP330906
York High	Xerox	8550DP	WYP331682
York High	Xerox	8550DP	WYP331681
York Middle	Canon	5000	MPL63109
York Middle	Canon	400	NQG02114
York Middle	Canon	6000	NSN17612
York Middle	Xerox	8550DP	WYP331208E
York Middle	Xerox	8550DP	WYP331207E
York Middle	Xerox	8550DP	WYP331206E

Company Growth

This chart represents the number of copies monitored under an SPC service and supply contract over the past five years.



Five-Year Percentage of Growth: 38%

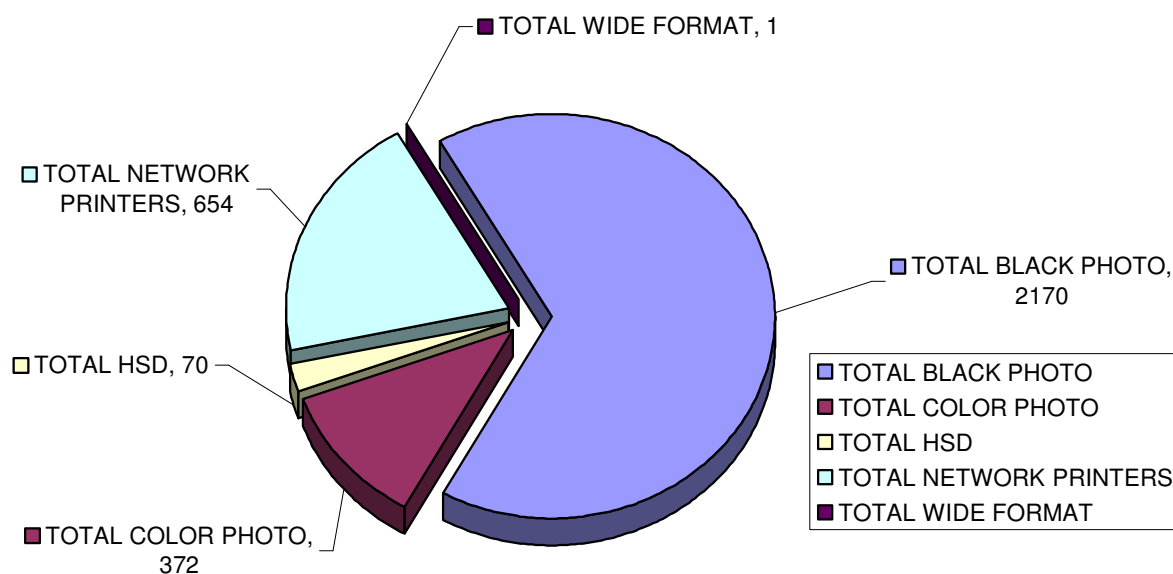
SPC currently has over *1.7 billion copies and prints* under our client contracts projected over the next five years. This accomplishment has significantly enhanced our capability to negotiate in your behalf. The overall purchasing potential of our buying group has the largest manufacturers and premier vendors enthusiastically participating in our bidding process. Our clients have been thrilled with the results!

Active Reprographic Equipment

This chart represents the type of reprographic equipment currently monitored under an SPC service and supply contract.

SPC Total Active Equipment

- Current Manufacturers Represented (14):**
- AB Dick
 - Canon
 - Copystar
 - Gestetner
 - Konica-Minolta
 - Kyocera
 - Océ
 - Ricoh
 - Risograph
 - Savin
 - Sharp
 - Standard
 - Toshiba
 - Xerox



Total Number of Active Equipment is 3,267

Current Vendors Represented (19):

- **A-COPI**
- ABM
- BEU
- Catamount/Lockrows
- **Ikon**
- Kinney
- **KM Danka**
- **KMBS**
- **Levesque**
- Lyndonville
- **Océ**
- Offtech
- Seacoast
- Spillers
- SymQuest
- **Synnex**
- Toshiba
- UBM
- **Vary Tech**
- Xerox

Those marked in bold have won bids in the last 12 months.

Improved SPC Services in 2008

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 sold to Global (Sharp, Riso and Minolta eliminated)
2. Global sold to Xerox (Savin eliminated with Konica Minolta hanging in the balance)
3. Offtech sold to Toshiba (Ricoh eliminated)
4. Pitney-Bowes sold to Imagistics (various lines eliminated)
5. Imagistics sold to Océ (various lines eliminated)
6. Danka acquired by Konica Minolta in 2008 (Canon & Toshiba eliminated)
7. Ikon purchased by Ricoh (Canon line eliminated)

All seven 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, arranged for replacement equipment and for other vendors to manage the accounts, thus re-establishing warranty coverage to 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:	_____