



Specialized Purchasing Consultants

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2009-10 Annual Report

Year - End Photocopier Analysis

With projected costs for 2010-11

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



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

September 2010

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 *9 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *22 years*.

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team

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



Skip Tilton, President
Billie Jo Tilton, Vice President

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



Joyce Cutts
Finance Director & Equipment Complaint Coordinator

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

Glen Fortier
Auditor, Electronic Specialist & Equipment Implementation

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



Sarah Allbee
Administration & Marketing

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

Anne Arbore
Administration

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



Pam Weed
Client-Vendor Relations

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

Equipment Health Status

Total Number of Machines:	39
Total Removed from Service:	1
Total Black Photocopiers	21
Total Low Cost of Operation Black Network Printers	0
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP) and/or Network Printers	17
# of Problematic Units:	9
# of Units OFF Warranty:	2
# of Units Approaching End of Warranty:	5
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	22
Commencement Date:	10/1/2007
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/12
Print Management Software Loaded	Yes
LENP Contract Signed	Yes

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

Jim,

On a positive note the color volume has dropped dramatically and your black volume is way below the industry average for the copies per student.

Areas that need to be looked at some time in 2011 are problematic units and any units off warranty or approaching end of life. Pages 31-34 should be given consideration at the time of the review.

Industry changes...Both Ikon and Danka were bought out by manufacturers Ricoh and Konica Minolta since the last upgrade. Both dropped the Canon line and the Toshiba machines with Danka are also in question when looking at long term. We will discuss these issues when we meet.

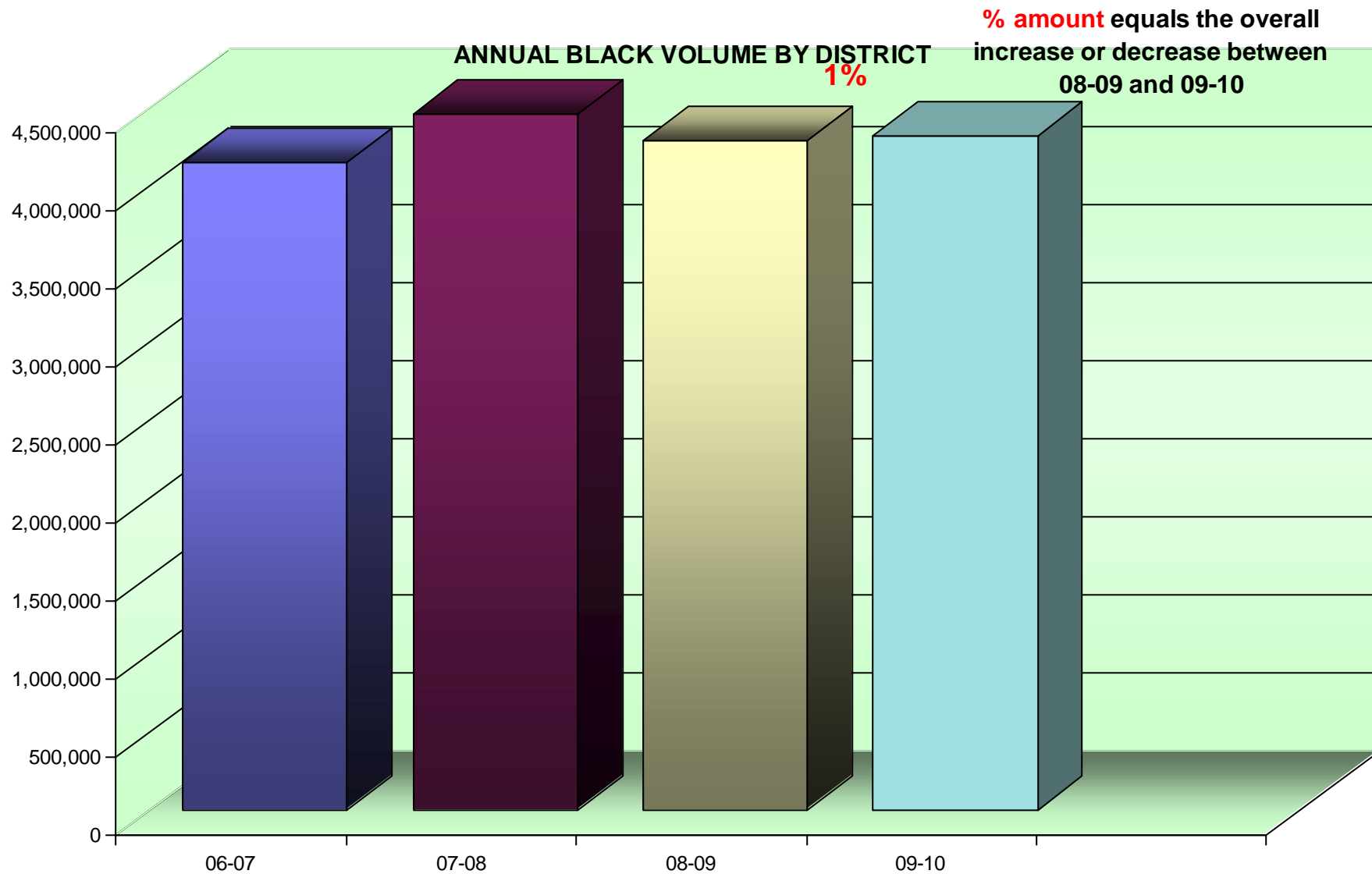
Skip

Aging Equipment Summary

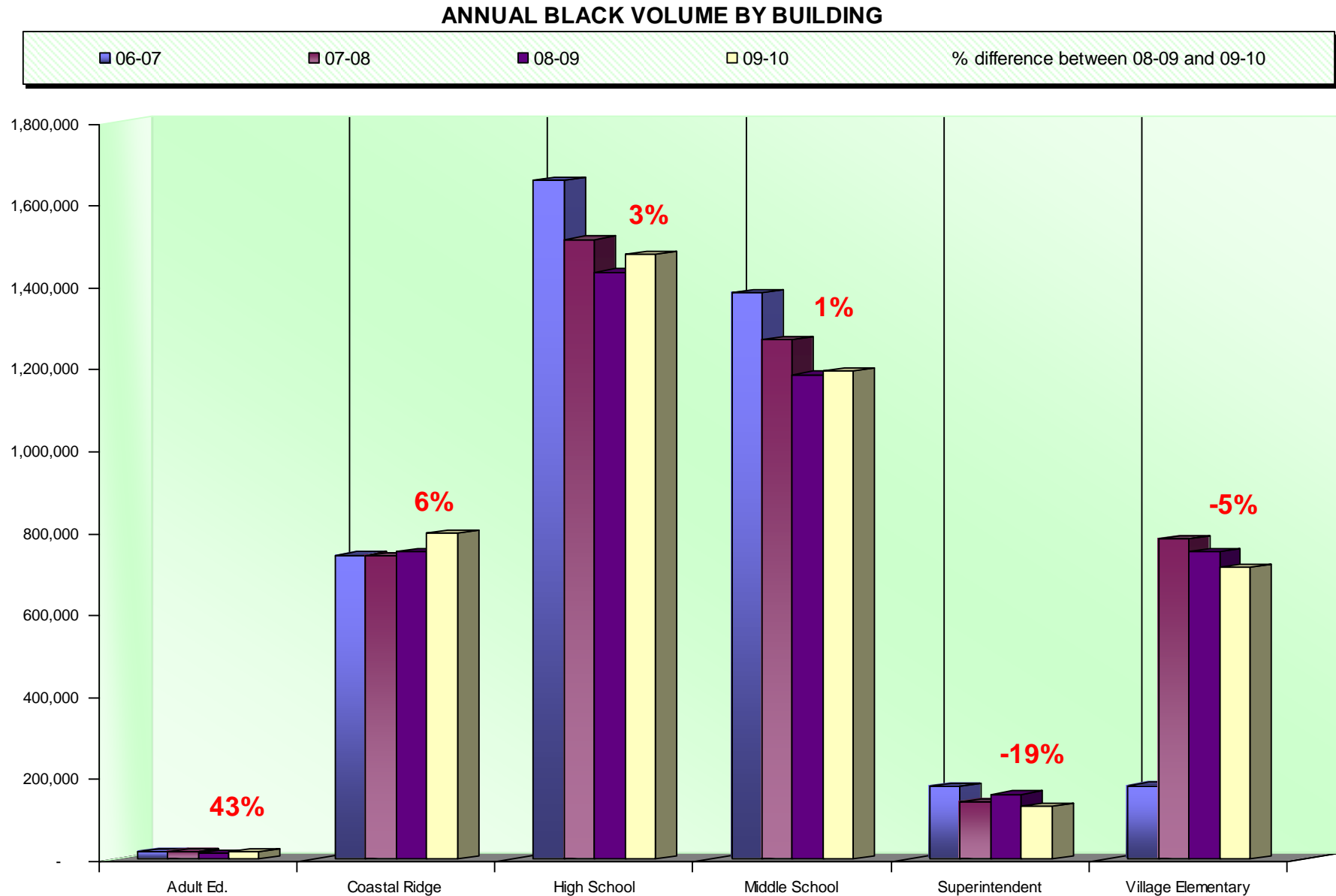
The following equipment is **seven or more years** from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the date of Intro. Usage, age, and service history need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

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Village Elementary York	Library	Ricoh 1035	H7016801824	11449854	05/2001
York High	English A-143	Canon 3200C	MSK15759	11482387	04/2003
York High	Guidance Office	Canon 6000	NSN17603	11450350	08/2001
York High	Library	Ricoh 1045	H7116500268	11482435	05/2001
York High	Resource Room	Canon 400	NQG11222	L6203	11/1999
York Middle	8th Grade Wind #3305	Canon 6000	NSN17612	L5649	08/2001
York Middle	Library	Canon 400	NQG02114	L8182	11/1999
York Middle	Room 1304	Canon 5000	MPL63109	11449622	12/2001

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



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



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	795,942	\$11,369.01	2,181	\$37.12
Village Elementary York	350	711,284	\$11,635.30	2,032	\$34.41
York Adult Education	800	18,516	\$245.39	23	\$0.39
York District Office	0	127,881	\$1,948.20	0	\$0.00
York High	670	1,476,782	\$28,492.56	2,204	\$37.92
York Middle	679	1,192,996	\$23,233.09	1,757	\$30.45
Totals	2,864	4,323,401	\$76,923.54	1,510	\$25.91

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

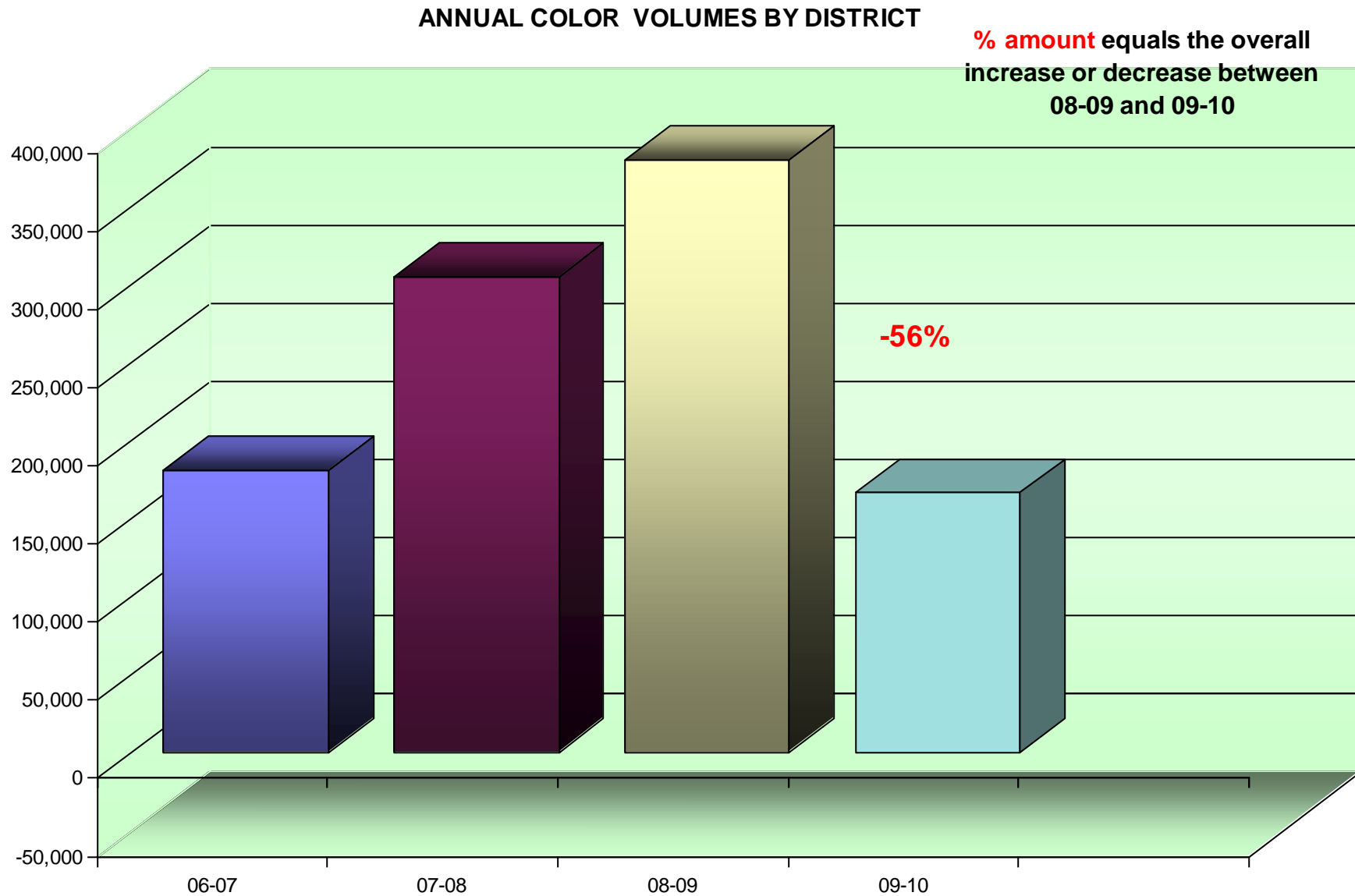
Cost Comparison Black Only

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

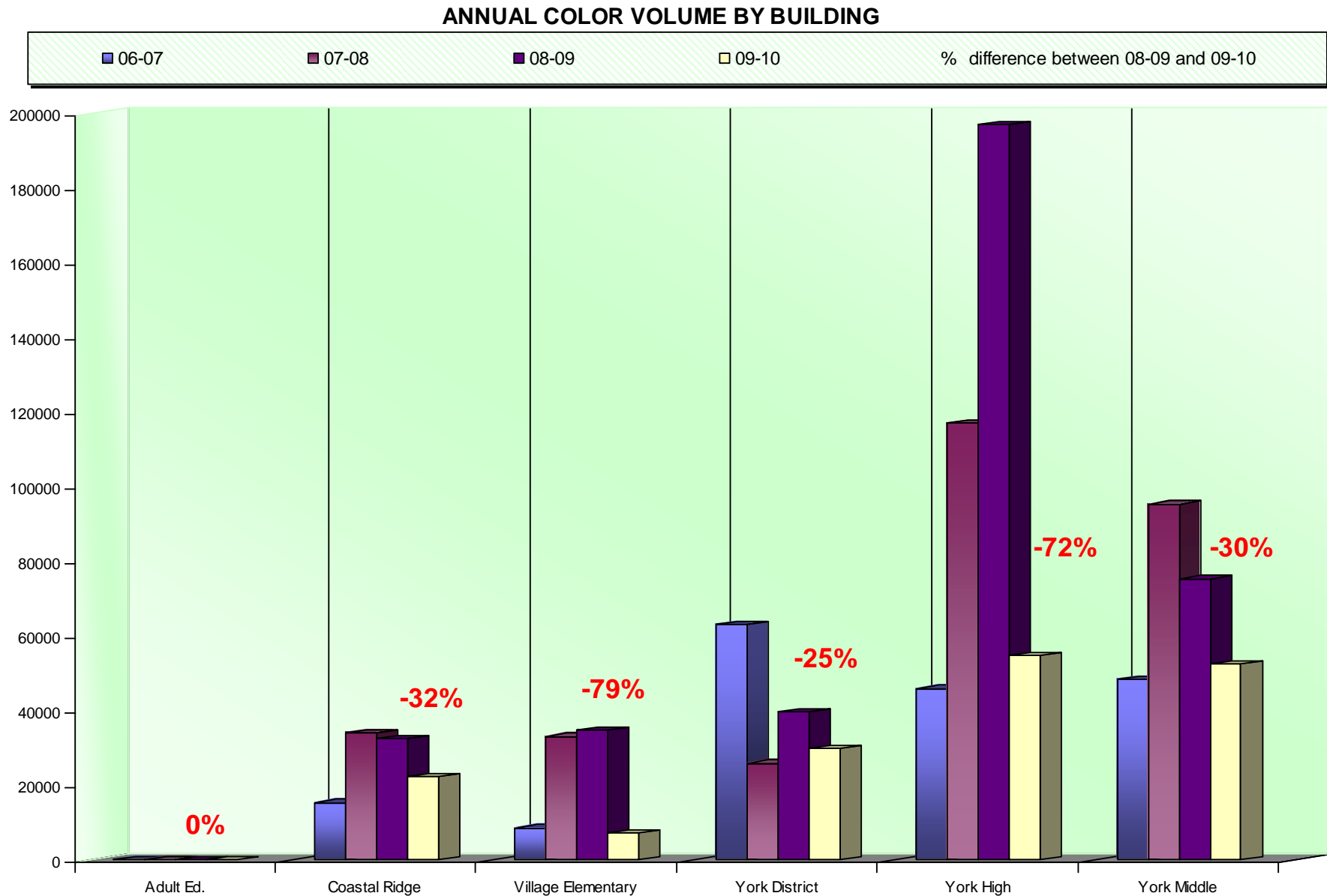
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	144,119	323,064,309	\$6,237,660.65	2,242	\$43.28

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

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

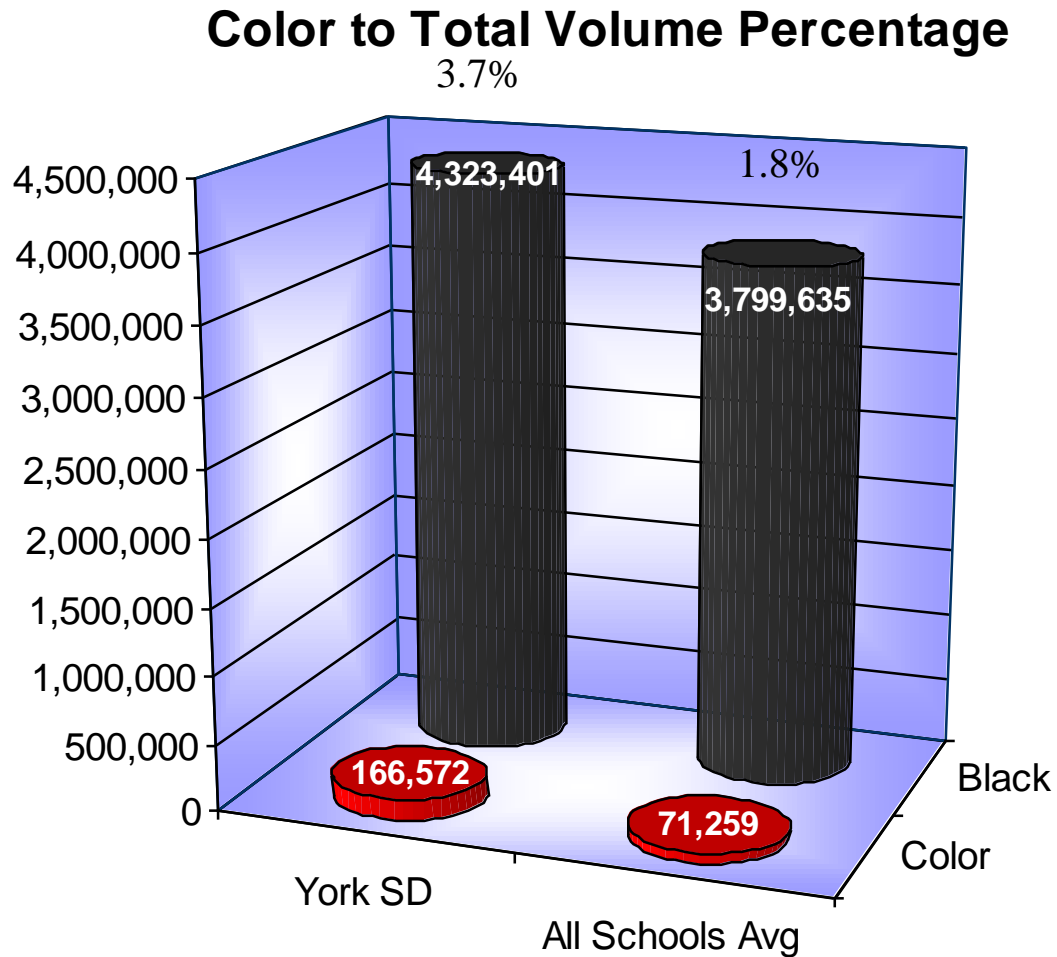


This report uses current trends for color volume to project future costs and potential equipment needs by building.



Black & Color Usage Comparisons

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



Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Coastal Ridge Elementary	365	22,294	\$2,065.58	61	\$5.66
Village Elementary York	350	7,177	\$664.96	21	\$1.90
York Adult Education	800	0	\$0.00	0	\$0.00
York District Office	0	29,857	\$2,532.14	0	\$0.00
York High	670	54,778	\$5,035.32	82	\$7.52
York Middle	679	52,466	\$4,861.08	77	\$7.16
Totals	2,864	166,572	\$15,159.08	58	\$5.29

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

Cost Comparison – Color Only

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

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

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 10/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>	<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Coastal Ridge Elementary							
Computer Lab							
Xerox 8550DP 30 CPM Black & Color	16,010	18,405	2,395	17,238	-14,843	\$0.004900	High Color CPC
WYP331205 / N/A						\$11.74	
750,000 / 06/2005	44,323	51,782	7,459	0	7,459	\$0.08769	
Color Network Printer						\$654.08	
Connected 9/4/2011							
Vendor: Synnex/Vary							
Copy Room							
Ricoh MP5500 55 CPM	532,994	824,736	291,742	282,375	9,367	\$0.004900	None at this time.
L7775600259 / 11449634						\$1,429.54	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	22,817	40,719	17,902	96,963	-79,061	\$0.004900	High Color CPC
CXF035828 / N/A						\$87.72	
750,000 / 02/2007	37,514	52,349	14,835	0	14,835	\$0.08769	
Color Photocopier						\$1,300.88	
Connected 9/24/2012							
Vendor: Synnex/Vary							

York Schools

Date of Last Upgrade: 10/1/2007

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Coastal Ridge Elementary Office										
Toshiba E-720 72 CPM				828,147	1,312,050	483,903	680,973	-197,070	\$0.004400	None at this time.
CRG716693 / 6202-3807									\$2,129.17	
4,000,000 / 06/2005				0	0	0	0	0	\$0.00000	
Black Photocopier									\$0.00	
Not Connected										
Vendor: KMBS										
Subtotals B&W						795,942	1,077,549		\$3,658.16	
Subtotals Color						22,294	0		\$1,954.96	

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Village Elementary York Library							
Ricoh 1035 35 CPM H7016801824 / 11449854 750,000 / 05/2001 Black Photocopier Not Connected Vendor: Ikon	459,802	486,342	26,540	101,053	-74,513	\$0.004900 \$130.05 \$0.00000 \$0.00	9 years from Intro.
Xerox 8550DP 30 CPM Black & Color WYP331229 / N/A 750,000 / 06/2005 Color Network Printer Connected 9/4/2011 Vendor: Synnex/Vary	19,330	19,330	0	28,429	-28,429	\$0.004900 \$0.00 \$0.08769 \$0.00	Traded
Main Office							
Xerox 8560MFP 30 CPM Black & Color CXF035814 / N/A 750,000 / 02/2007 Color Photocopier Connected 9/25/2012 Vendor: Synnex/Vary	40,561	62,303	21,742	139,449	-117,707	\$0.004900 \$106.54 \$0.08769 \$629.35	High Color CPC

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed
Serial Number / Vendor ID
Life / Intro Date
Connectivity / Printer Exp Date

<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>

Village Elementary York
Special Ed. Main Office

Ricoh MP5500 55 CPM	191,443	296,896	105,453	153,229	-47,776	\$0.004900	None at this time.
L7775500607 / 697JZ						\$516.72	
3,000,000 / 07/2006	0	0	0	0	0	\$0.000000	
Black Photocopier						\$0.00	
Connected							
Vendor: Ikon							

Teachers' Room

Toshiba E-720T 72 CPM	1,125,744	1,683,293	557,549	628,668	-71,119	\$0.004400	None at this time.
CRG716694 / 6202-3868						\$2,453.22	
4,000,000 / 06/2005	0	0	0	0	0	\$0.000000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: KMBS							

Subtotals B&W	711,284	1,050,828	\$3,206.52
Subtotals Color	7,177	0	\$629.35

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed
Serial Number / Vendor ID
Life / Intro Date
Connectivity / Printer Exp Date

[illegible]

York Adult Education
Office

Toshiba E-452 45 CPM	26,711	45,227	18,516	39,683	-21,167	\$0.004400	None at this time.
CIE730326 / 6202-3691						\$81.47	
1,000,000 / 01/2006	0	0	0	0	0	\$0.000000	
Black Photocopier						\$0.00	
Connected							
Vendor: KMBS							

Subtotals B&W	18,516	39,683	\$81.47
Subtotals Color	0	0	\$0.00

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York District Office							
Copy Room							
Ricoh MP5500 55 CPM	179,171	258,277	79,106	212,074	-132,968	\$0.004900	None at this time.
L7775600290 / 11450069						\$387.62	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Vendor: Ikon							
Hall							
Canon C3380 33 CPM Black/30 CPM Color	60,261	99,053	38,792	36,646	2,146	\$0.004900	None at this time.
MMN00735 / 11482026						\$190.08	
750,000 / 10/2006	42,712	66,153	23,441	0	23,441	\$0.07770	
Color Photocopier						\$1,821.37	
Connected							
Vendor: Ikon							
Office							
Xerox 8560MFP 30 CPM Black & Color	16,676	26,659	9,983	33,110	-23,127	\$0.004900	High Color CPC
CXF035987 / N/A						\$48.92	
750,000 / 02/2007	22,846	29,262	6,416	0	6,416	\$0.08769	
Color Photocopier						\$562.62	
Connected 9/25/2012							
Vendor: Synnex/Vary							
Subtotals B&W			127,881	281,830		\$626.62	
Subtotals Color			29,857	0		\$2,383.98	

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York High							
Art Lab							
Xerox 8550DP 30 CPM Black & Color	29,885	39,110	9,225	24,858	-15,633	\$0.004900	High Color CPC.
WYP330906 / N/A						\$45.20	
750,000 / 06/2005	61,843	76,710	14,867	0	14,867	\$0.08769	
Color Network Printer						\$1,303.69	
Connected 9/4/2011							
Vendor: Synnex/Vary							
Computer Lab C-105							
Xerox 8550DP 30 CPM Black & Color	31,459	48,019	16,560	85,539	-68,979	\$0.004900	High Color CPC
WYP331682 / N/A						\$81.14	
750,000 / 06/2005	100,962	112,112	11,150	0	11,150	\$0.08769	
Color Network Printer						\$977.74	
Connected 9/4/2011							
Vendor: Synnex/Vary							
English A-143							
Canon 3200C 32 CPM Black & Color`	143,095	175,563	32,468	88,111	-55,643	\$0.004900	7 years from Intro.
MSK15759 / 11482387						\$159.09	
750,000 / 04/2003	203,846	207,847	4,001	0	4,001	\$0.07770	
Color Photocopier						\$310.88	
Connected							
Vendor: Ikon							

York Schools

Date of Last Upgrade: 10/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>	<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York High							
Front Office							
Ricoh MP5500 55 CPM	926,366	1,501,980	575,614	442,051	133,563	\$0.004900	None at this time.
L7775500599 / 11449648						\$2,820.51	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Vendor: Ikon							
Toshiba E-600T 60 CPM	798,999	1,168,939	369,940	685,834	-315,894	\$0.004400	None at this time.
CQG721421 / 6202-3769						\$1,627.74	
3,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: KMBS							
Guidance Office							
Canon 6000 60 CPM	2,077,845	2,139,664	61,819	125,788	-63,969	\$0.004900	9 years from Intro.
NSN17603 / 11450350						\$302.91	
3,000,000 / 08/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							

York Schools

Date of Last Upgrade: 10/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>	<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York High							
Library							
Ricoh 1045 45 CPM	274,355	284,182	9,827	11,841	-2,014	\$0.004900	9 years from Intro.
H7116500268 / 11482435						\$48.15	
1,000,000 / 05/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	31,623	55,462	23,839	75,000	-51,161	\$0.004900	High Color CPC.
CXF035970 / N/A						\$116.81	
750,000 / 02/2007	38,407	53,174	14,767	0	14,767	\$0.08769	
Color Photocopier						\$1,294.92	
Connected 9/25/2012							
Vendor: Synnex/Vary							
Resource Room							
Canon 400 40 CPM	342,270	370,231	27,961	50,716	-22,755	\$0.004900	11 years from Intro.
NQG11222 / L6203						\$137.01	
1,000,000 / 11/1999	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date	7/1/2009 Meter	6/30/2010 Meter	2009/10 Annual Volume	2010/11 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York High							
Social Studies Prep Room							
Ricoh MP5500 55 CPM	623,984	964,384	340,400	391,501	-51,101	\$0.004900	None at this time.
L7775600014 / 11449611						\$1,667.96	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							
Xerox 8550DP 30 CPM Black & Color	23,835	31,714	7,879	122,278	-114,399	\$0.004900	High Color CPC
WYP331681 / N/A						\$38.61	
750,000 / 06/2005	29,228	37,630	8,402	0	8,402	\$0.08769	
Color Network Printer						\$736.77	
Connected 9/4/2011							
Vendor: Synnex/Vary							
Storage							
Xerox 8560DN 30 CPM Black & Color	6,967	8,217	1,250	9,497	-8,247	\$0.004900	High Color CPC
FBT073589 / N/A						\$6.13	
750,000 / 02/2007	9,831	11,422	1,591	0	1,591	\$0.08769	
Color Network Printer						\$139.51	
Connected 9/25/2012							
Vendor: Synnex/Vary							
Subtotals B&W			1,476,782	2,113,014		\$7,051.26	
Subtotals Color			54,778	0		\$4,763.51	

York Schools

Date of Last Upgrade: 10/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>	<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York Middle							
8th Grade Wind #3305							
Canon 6000 60 CPM	738,401	899,743	161,342	230,158	-68,816	\$0.004900	9 years from Intro.
NSN17612 / L5649						\$790.58	
3,000,000 / 08/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							
Computer Lab # 2318							
Xerox 8560DN 30 CPM Black & Color	7,434	11,643	4,209	69,149	-64,940	\$0.004900	High Color CPC
FBT045288 / N/A						\$20.62	
750,000 / 02/2007	13,467	19,552	6,085	0	6,085	\$0.08769	
Color Network Printer						\$533.59	
Connected 10/1/2012							
Vendor: Synnex/Vary							
Computer Lab #2319							
Xerox 8550DP 30 CPM Black & Color	29,610	34,123	4,513	0	4,513	\$0.004900	High Color CPC.
WYP331207E / N/A						\$22.11	
750,000 / 06/2005	71,848	81,908	10,060	0	10,060	\$0.08769	
Color Network Printer						\$882.16	
Connected 9/4/2011							
Vendor: Synnex/Vary							

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York Middle Library							
Canon 400 40 CPM NQG02114 / L8182 1,000,000 / 11/1999 Black Photocopier Not Connected Vendor: Ikon	616,166 0	618,784 0	2,618 0	10,033 0	-7,415 0	\$0.004900 \$12.83 \$0.00000 \$0.00	11 years from Intro.
Toshiba E-162 16 CPM CJF720285 / 6202-3716 300,000 / 03/2005 Black Photocopier Not Connected Vendor: KMBS	4,466 0	6,631 0	2,165 0	5,244 0	-3,079 0	\$0.004400 \$9.53 \$0.00000 \$0.00	None at this time.
Xerox 8550DP 30 CPM Black & Color WYP331206E / N/A 750,000 / 06/2005 Color Network Printer Connected 9/4/2011 Vendor: Synnex/Vary	43,208 80,590	58,284 98,864	15,076 18,274	75,000 0	-59,924 18,274	\$0.004900 \$73.87 \$0.08769 \$1,602.45	High Color CPC

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York Middle							
Main Office							
Ricoh MP5500 55 CPM	445,749	714,250	268,501	324,404	-55,903	\$0.004900	None at this time.
L7775500604 / 11447133						\$1,315.65	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
Vendor: Ikon							
Xerox 8560MFP 30 CPM Black & Color	11,139	16,536	5,397	35,510	-30,113	\$0.004900	High Color CPC
CXF035973 / N/A						\$26.45	
750,000 / 02/2007	27,687	35,360	7,673	0	7,673	\$0.08769	
Color Photocopier						\$672.85	
Connected 9/25/2012							
Vendor: Synnex/Vary							
Principal's Office							
Xerox 8560DN 30 CPM Black & Color	2,355	4,463	2,108	8,922	-6,814	\$0.004900	High Color CPC
FBT045296 / N/A						\$10.33	
750,000 / 02/2007	2,163	5,093	2,930	0	2,930	\$0.08769	
Color Network Printer						\$256.93	
Connected 10/1/2012							
Vendor: Synnex/Vary							

York Schools

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>	<i>7/1/2009 Meter</i>	<i>6/30/2010 Meter</i>	<i>2009/10 Annual Volume</i>	<i>2010/11 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York Middle							
Room 1202							
Xerox 8550DP 30 CPM Black & Color	5,151	7,751	2,600	55,860	-53,260	\$0.004900	High Color CPC.
WYP331208E / N/A						\$12.74	
750,000 / 06/2005	17,597	25,041	7,444	0	7,444	\$0.08769	
Color Network Printer						\$652.76	
Connected 9/4/2011							
Vendor: Synnex/Vary							
Room 1304							
Canon 5000 50 CPM	1,114,245	1,143,325	29,080	111,624	-82,544	\$0.004900	9 years from Intro.
MPL63109 / 11449622						\$142.49	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							
Room 3105							
Ricoh MP5500 55 CPM	475,911	691,015	215,104	368,633	-153,529	\$0.004900	None at this time.
L7775600264 / 11449627						\$1,054.01	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed
Serial Number / Vendor ID
Life / Intro Date
Connectivity / Printer Exp Date

[illegible]

York Middle

Teachers' Room 5th Grade

Ricoh MP5500 55 CPM	414,102	612,596	198,494	230,158	-31,664	\$0.004900	None at this time.
L7775600270 / 11449624						\$972.62	
3,000,000 / 07/2006	0	0	0	0	0	\$0.000000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							

Teachers' Room 6th Grade

Ricoh MP5500 55 CPM	406,765	688,554	281,789	243,320	38,469	\$0.004900	None at this time.
L7775600304 / 11449613						\$1,380.77	
3,000,000 / 07/2006	0	0	0	0	0	\$0.000000	
Black Photocopier						\$0.00	
Not Connected							
Vendor: Ikon							

Subtotals B&W	1,192,996	1,768,015	\$5,844.60
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Subtotals Color	52,466	0	\$4,600.74
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<i>District Wide Black Totals</i>	4,323,401	6,330,919	\$20,468.63
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<i>District Wide Color Totals</i>	<i>166,572</i>	<i>0</i>	<i>\$14,332.55</i>
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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 10/25/2001. 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	\$0.00484	\$0.01418	\$65,075.78	\$325,378.90

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
Coastal Ridge Elementary	795,942	\$3,740.88	\$3,949.46	\$6,359.02	\$14,049.36
Village Elementary York	711,284	\$3,279.18	\$3,529.39	\$5,682.66	\$12,491.23
York Adult Education	18,516	\$83.32	\$91.88	\$147.93	\$323.13
York District Office	127,881	\$640.68	\$634.55	\$1,021.68	\$2,296.90
York High	1,476,782	\$7,210.01	\$7,327.79	\$11,798.45	\$26,336.25
York Middle	1,192,996	\$5,975.81	\$5,919.65	\$9,531.20	\$21,426.66
<i>Totals</i>	<i>4,323,401</i>	<i>\$20,929.88</i>	<i>\$21,452.72</i>	<i>\$34,540.94</i>	<i>\$76,923.54</i>

Service & Supply Usage Profile by Vendor - Black

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

<i>Vendor</i>	<i>Equipment Type</i>	<i>2009/10 Annual Volume</i>	<i>2009/10 Cost Per Copy</i>	<i>2009/10 Total Cost</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Projected Cost</i>	<i>Projected Savings</i>
Ikon Office	Color Photocopier	71,260	\$0.00490	\$349.17	\$0.00501	\$357.01	
Ikon Office	Black Photocopier	2,675,390	\$0.00490	\$13,109.41	\$0.00501	\$13,403.70	
Konica Minolta	Black Photocopier	1,432,073	\$0.00440	\$6,301.12	\$0.00450	\$6,444.33	
Vary Technologies	Color Photocopier	78,863	\$0.00490	\$386.43	\$0.00501	\$395.10	
Vary Technologies	Color Network Printer	65,815	\$0.00490	\$322.49	\$0.00501	\$329.73	
<i>Totals and Averages</i>		<i>4,323,401</i>	<i>\$0.00473</i>	<i>\$20,468.63</i>	<i>\$0.00484</i>	<i>\$20,929.87</i>	<i>\$2,771.60</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
Coastal Ridge Elementary	22,294	\$1,954.96	\$110.62	\$2,065.58
Village Elementary York	7,177	\$629.35	\$35.61	\$664.96
York Adult Education	0	\$0.00	\$0.00	\$0.00
York District Office	29,857	\$2,383.98	\$148.15	\$2,532.14
York High	54,778	\$4,763.51	\$271.81	\$5,035.32
York Middle	52,466	\$4,600.74	\$260.34	\$4,861.08
<i>Totals</i>	<i>166,572</i>	<i>\$14,332.55</i>	<i>\$826.53</i>	<i>\$15,159.08</i>

Service & Supply Usage Profile by Vendor - Color

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

<i>Vendor</i>	<i>Equipment Type</i>	<i>2009/10 Annual Volume</i>	<i>2009/10 Cost Per Copy</i>	<i>2009/10 Actual Cost</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Projected Cost</i>	<i>Projected Savings</i>
Ikon Office Solutions	Color Photocopier	27,442	\$0.07770	\$2,132.24	\$0.07770	\$2,132.24	
Vary Technologies	Color Photocopier	50,868	\$0.08769	\$4,460.61	\$0.08769	\$4,460.61	
Vary Technologies	Color Network Printer	88,262	\$0.08769	\$7,739.69	\$0.08769	\$7,739.69	
Totals and Averages		166,572	\$0.08604	\$14,332.55	\$0.08604	\$14,332.55	\$5,829.05

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.

Building	Machine	Serial # / Vendor ID #	Current Meter / Life Expectancy	Annual Volume / Projected Volume	Vendor	Quality	Reliability	Service	Comments	Not Meeting Your Needs Why?	Commenter
Coastal Ridge Elementary	Toshiba / E-720	CRG716693 / 6202-3807	1226765 / 5000000	458440 / 680973	KMI	Good	Fair	Very Good	When service call placed, they do call to let us know when they'll be here-very helpful. Service tech informative & knowledgeable. KMI office unfamiliar with our machine & supplies that it takes--no idea what staples it uses to reorder; toner sent to w		Norton/Kafman
Coastal Ridge Elementary	Ricoh / MP5500	L7775600259 / 11449634	766517 / 3000000	276815 / 282375	IKON	Very Good	Very Good	Excellent	This machine has been found much more reliable and efficient than the Toshiba. Runs card stork with no problem: much less jamming problems, much faster, holds paper capacity that it's made for. When working well. Unacceptable at first; has improved since Jan/Feb. Vary started out very poor. Multiple service calls over several months--no response, no fix; took major complaint to bring managers from Vary to try to resolve problems they have		Norton/Kafman
Coastal Ridge Elementary	Xerox / 8560MFP	CXF035828 / N/A	35128 / 750000	13738 / 96963	VARY	Very Good	Fair	Poor			Norton/Kafman

York Schools

Building	Machine	Serial # / Vendor ID #	Current Meter / Life Expectancy	Annual Volume / Projected Volume	Vendor	Quality	Reliability	Service	Comments	Not Meeting Your Needs Why?	Commenter
Coastal Ridge Elementary	Xerox / 8550DP	WYP331205 / N/A	17479 / 750000	2560 / 17238	VARY	Very Good	Very Good	Very Good			Norton/Kafman
Village Elementary York	Xerox / 8560MFP	CXF035814 / N/A	90408 / 750000	16069 / 139449	VARY	Good	Poor	Good		Very slow, not good for construction paper.	Kathleen Chase
Village Elementary York	Ricoh / MP5500	L7775500607 / 697JZ	273169 / 3000000	103643 / 153229	IKON	Very Good	Very Good	Very Good			Kathleen Chase
Village Elementary York	Ricoh / 1035	H7016801824 / 11449854	482407 / 750000	34071 / 101053	IKON	Very Good	Very Good	Very Good			Kathleen Chase
Village Elementary York	Xerox / 8550DP	WYP331229 / N/A	0 / 750000	2249 / 28429	VARY						
Village Elementary York	Toshiba / E-720T	CRG716694 / 6202-3868	1578659 / 5000000	594199 / 628668	KMI	Very Good	Very Good	Very Good			Kathleen Chase
York Adult Education	Toshiba / E-452	CIE730326 / 6202-3691	39466 / 1000000	12961 / 39683	KMI	Very Good	Very Good	Very Good			Andrea Winslow
York District Office	Ricoh / MP5500	L7775600290 / 11450069	179171 / 3000000	117864 / 212074	IKON	Fair	Fair	Fair			S.K. Raynes
York District Office	Canon / C3380	MMN00735 / 11482026	150140 / 750000	33557 / 36646	IKON	Excellent	Excellent	Excellent			TJ Ballew
York District Office	Xerox / 8560MFP	CXF035987 / N/A	53017 / 750000	7053 / 33110	VARY	Excellent	Very Good		Haven't had a service call.		TJ Ballew
York High	Xerox / 8560DN	FBT073589 / N/A	0 / 750000	4131 / 9497	VARY	Fair	Fair	Good		Printer costs too much to run. Is offline and in storage.	Bryan Thompson
York High	Xerox / 8560MFP	CXF035970 / N/A	101147 / 750000	19732 / 75000	VARY	Good	Good	Good			Bryan Thompson
York High	Ricoh / MP5500	L7775500599 / 11449648	1331472 / 3000000	441955 / 442051	IKON	Very Good	Very Good	Excellent			No name given

York Schools

Building	Machine	Serial # / Vendor ID #	Current Meter / Life Expectancy	Annual Volume / Projected Volume	Vendor	Quality	Reliability	Service	Comments	Not Meeting Your Needs Why?	Commenter
York High	Toshiba / E-600T	CQG721421 / 6202-3769	1083836 / 4000000	474818 / 685834	KMI	Very Good	Very Good	Excellent			No name given
York High	Ricoh / MP5500	L7775600014 / 11449611	866230 / 3000000	333221 / 391501	IKON	Very Good	Very Good	Excellent			No name given
York High	Ricoh / 1045	H7116500268 / 11482435	281500 / 1000000	9199 / 11841	IKON	Very Good	Very Good	Excellent			No name given
York High	Canon / 400	NQG11222 / L6203	360762 / 1000000	28677 / 50716	IKON	Very Good	Very Good	Excellent			No name given
York High	Xerox / 8550DP	WYP331681 / N/A	69674 / 750000	8570 / 122278	VARY	Good	Good	Good			Bryan Thompson
York High	Canon / 6000	NSN17603 / 11450350	2126571 / 4000000	74598 / 125788	IKON	Very Good	Very Good	Excellent			No name given
York High	Xerox / 8550DP	WYP331682 / N/A	155455 / 750000	14173 / 85539	VARY	Good	Good	Good			Bryan Thompson
York High	Xerox / 8550DP	WYP330906 / N/A	106876 / 750000	10505 / 24858	VARY	Good	Fair	Good	Printer is old; often jams.		Bryan Thompson
York High	Canon / 3200C	MSK15759 / 11482387	374909 / 750000	13953 / 88111	IKON						
York Middle	Xerox / 8550DP	WYP331208E / N/A	31583 / 750000	2016 / 55860	VARY	Very Good	Very Good	Good			Peter Schwarz
York Middle	Xerox / 8550DP	WYP331207E / N/A	113783 / 750000	9906 / 0	VARY	Very Good	Very Good	Good			Peter Schwarz
York Middle	Xerox / 8550DP	WYP331206E / N/A	618455 / 750000	10042 / 75000	VARY	Very Good	Very Good	Excellent			J. Reppucci
York Middle	Canon / 5000	MPL63109 / 11449622	1137448 / 3000000	58305 / 111624	IKON	Fair	Poor	Fair		Jams all the time, cannot do double sided--must use other machines.	Eileen Hickman
York Middle	Xerox / 8560DN	FBT045296 / N/A	8370 / 750000	1792 / 8922	VARY	Very Good	Very Good	Very Good			Barbara Armitage
York Middle	Ricoh / MP5500	L7775600270 / 11449624	568444 / 3000000	215324 / 230158	IKON						
York Middle	Ricoh / MP5500	L7775600304 / 11449613	628765 / 3000000	218097 / 243320	IKON	Excellent	Excellent	Excellent			Deb Howe

York Schools

Building	Machine	Serial # / Vendor ID #	Current Meter / Life Expectancy	Annual Volume / Projected Volume	Vendor	Quality	Reliability	Service	Comments	Not Meeting Your Needs Why?	Commenter
York Middle	Toshiba / E-162	CJF720285 / 6202-3716	6104 / 300000	2700 / 5244	KMI	Very Good	Good	Very Good			J. Reppucci
York Middle	Xerox / 8560MFP	CXF035973 / N/A	11139 / 750000	6159 / 35510	VARY	Excellent	Excellent	Good			Barbara Armitage
York Middle	Xerox / 8560DN	FBT045288 / N/A	0 / 750000	4331 / 69149	VARY	Very Good	Very Good	Good			Peter Schwarz
York Middle	Ricoh / MP5500	L7775500604 / 11447133	662205 / 3000000	254555 / 324404	IKON	Very Good	Very Good	Excellent			Barbara Aramitage
York Middle	Ricoh / MP5500	L7775600264 / 11449627	642701 / 3000000	230061 / 368633	IKON	Good	Fair	Good	Seems to break down frequently. When it's working, it's great!		Leslie Pappas
York Middle	Canon / 6000	NSN17612 / L5649	858941 / 4000000	167023 / 230158	IKON	Very Good	Fair	Very Good	Jamming often; one tray not operable in 2-sided mode without jamming.	Service prompt but machine seems antiquated and finicky with same problems. If someone forgets to use tray 1 when tray 1 is empty, it goes to tray 2 which causes jams. Service has failed to remedy this situation despite several visits.	Quincy May
York Middle	Canon / 400	NQG02114 / L8182	616166 / 1000000	2926 / 10033	IKON	Very Good	Very Good	Very Good			J. Reppucci

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	15
Lease Company	Northway Bank
Lease Start Date	10/1/2007
Lease End Date	8/1/2012
Term	5 Annual
Annual Payment usually due on 8/1	\$34,540.94
Remaining Payments	2

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

Leased Equipment

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

Building	Make	Model	Serial #
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	L7775500599
York High	Ricoh	MP5500	L7775600014
York High	Toshiba	E-600T	CQG721421
York High	Xerox	8560MFP	CXF035970
York High	Xerox	8560DN	FBT073589
York Middle	Ricoh	MP5500	L7775600304
York Middle	Ricoh	MP5500	L7775600270
York Middle	Ricoh	MP5500	L7775500604
York Middle	Ricoh	MP5500	L7775600264
York Middle	Toshiba	E-162	CJF720285
York Middle	Xerox	8560MFP	CXF035973
York Middle	Xerox	8560DN	FBT045288
York Middle	Xerox	8560DN	FBT045296

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Coastal Ridge Elementary	Xerox	8550DP	WYP331205
Village Elementary York	Ricoh	1035	H7016801824
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

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

Your Municipal Lease

When should you upgrade your municipal lease?

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

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

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

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

Compound Period: Annual

Nominal Annual Rate: 3.900%

AMORTIZATION SCHEDULE – Normal Amortization

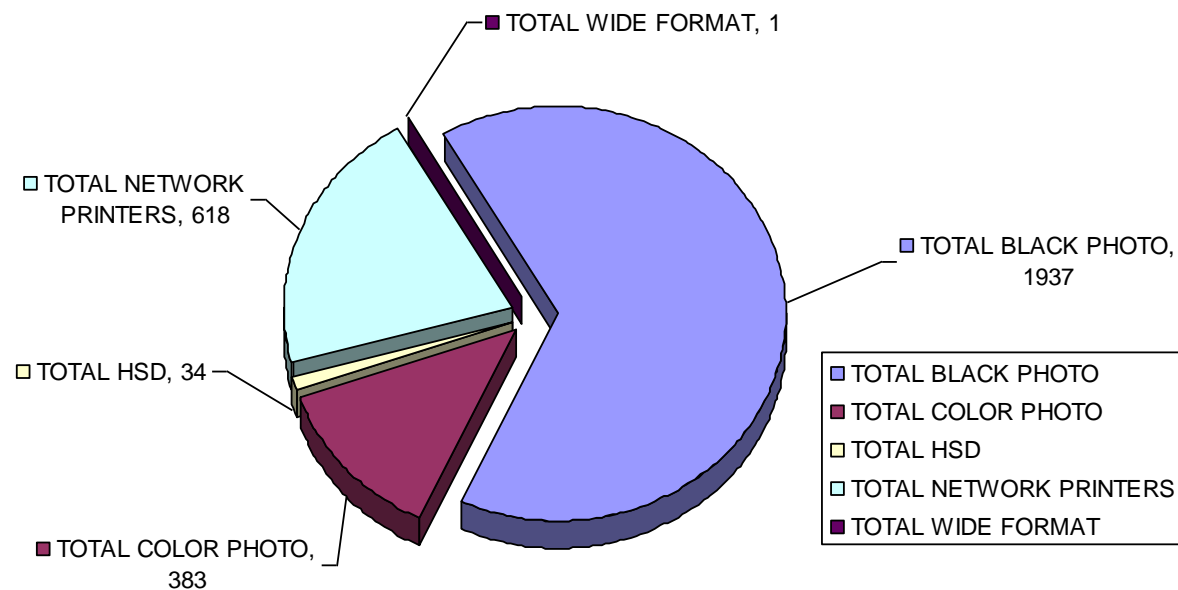
	Date	Payment	Interest	Principal	Balance
Loan	05/01/2008				\$100,000.00
1	08/01/2008	21,770.78	983.01	20,787.77	79,212.23
2	08/01/2009	21,770.78	3,089.28	18,681.50	60,530.73
3	08/01/2010	21,770.78	2,360.70	19,410.08	41,120.65
4	08/01/2011	21,770.78	1,603.71	20,167.07	20,953.58
5	08/01/2012	21,770.78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

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

Active Reprographic Equipment & Manufacturers

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

SPC Total Active Equipment



Total Number of Active Equipment is 2,973

Current Manufacturers Represented (12):

- Canon
- Copystar
- Gestetner
- Konica-Minolta
- Kyocera
- Océ
- Ricoh
- Risograph
- Savin
- Sharp
- Toshiba
- Xerox

Current Vendors Represented (18):

- **A-COPI**
- BEU
- Catamount/Lockrows
- Conway
- **Ikon**
- **KMBS**
- **Levesque**
- Lyndonville
- **Océ**
- Offtech New England
- Seacoast
- Spillers
- SymQuest
- **Synnex**
- Toshiba
- UBM
- **Vary Tech**
- Xerox

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

Improved SPC Services

Print Management Software with its Benefits

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

Collect meter reads daily. Benefits...

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

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

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

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

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

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

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

- Service
- Supplies
- Equipment

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

Insurance Fund with Greater SPC Installation Monitoring

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

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

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

SPC's Service & Supply Contract – Purpose & Sample

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

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

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

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

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

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

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

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

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

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

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

WARRANTY SAMPLE:

**WARRANTY
(LEASED EQUIPMENT)**

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

The only exclusions to this Warranty are as follows:

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

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