



Specialized Purchasing Consultants

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2010-11 Annual Report

Year - End Photocopier Analysis

With projected costs for 2011-12

Gregg Martin
York Schools
469 US Route 1
York, ME 03909



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

October 2011

Skip Tilton
President

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Gregg Martin
York Schools
469 US Route 1
York, ME 03909

VISIT US ON THE WEB: Dear Gregg:
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 *10 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 *23 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
Equipment Health Status.....	2
Aging Equipment Summary	3
Average Student to Copy Usage – Black Only.....	6
Cost Comparison Black Only	6
Black & Color Usage Comparisons.....	9
Average Student to Copy Usage – Color Only.....	10
Usage Profile for Service & Supplies	11
SPC Service & Supply Cost Savings.....	28
Projected Equipment Costs by Building - Black	29
Service & Supply Usage Profile by Vendor - Black.....	30
Projected Equipment Costs by Building - Color.....	31
Service & Supply Usage Profile by Vendor - Color.....	32
Reprographic Equipment Assessment	33
Leased Equipment.....	34
Owned Equipment	35
Active Reprographic Equipment & Manufacturers	36
Improved SPC Services	37
SPC's Service & Supply Contract – Purpose & Sample	38
SPC's Dual-Layered Warranty – Purpose & Explanation.....	39

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:	42
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	18
Total Removed from Service:	3
# of Units OFF Warranty (7) and/or Service Contract ended (8 Xerox):	15
# of Units Approaching End of Warranty:	1
# of Units Overused:	0
# of Units Underused:	0
# of Problematic Units:	0
# of Units Connected to Network with Print and/or Scan	23
Commencement Date:	10/1/2007
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2012
Print Management Software Loaded	Yes
LENP Contract Signed	No

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,

One concern that needs your attention is the Xerox machines that were part of the previous s upgrade. These service contracts were for five years initially and have now come to an end with Xerox direct. You do have seven other units that due to age the warranties have ended but are still under a service contract.

I look forward to discussing a solution.

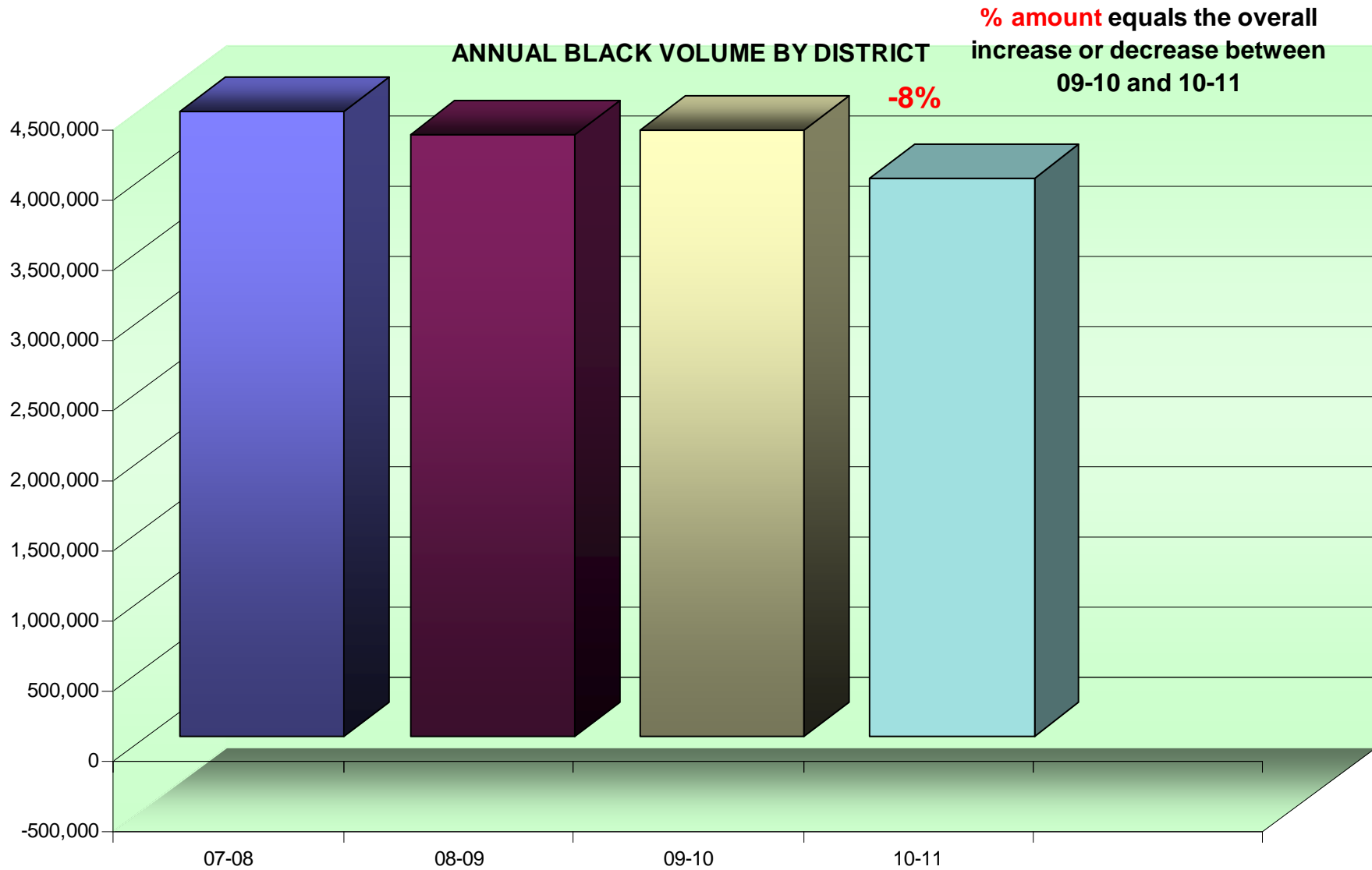
Skip

Aging Equipment Summary

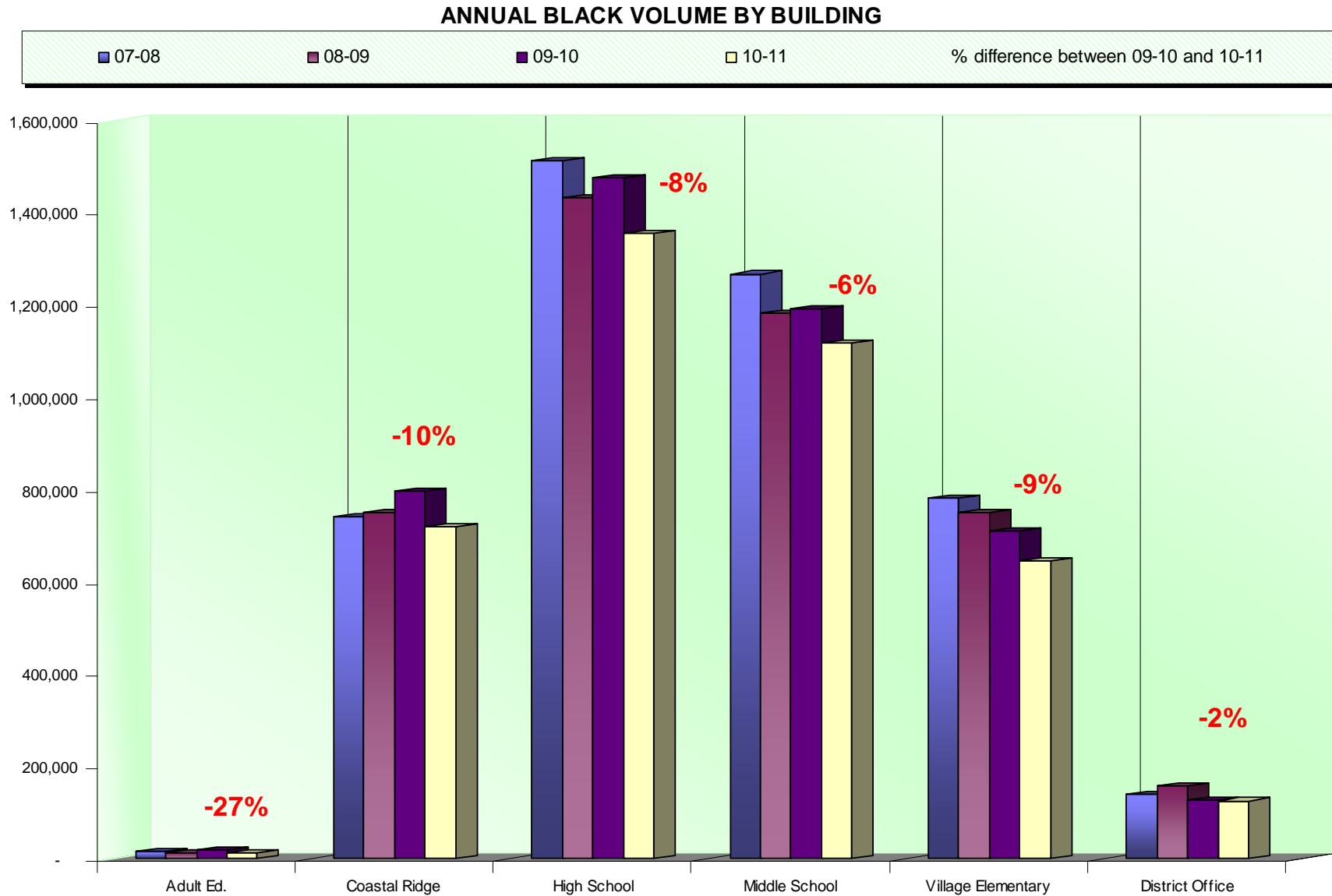
The following equipment is **eight or more years** from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the date of Intro. Usage, age, and service history need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

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
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	11447238	11/1999
York Middle	8th Grade Wing #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	718,921	\$13,322.27	1,970	\$35.07
Village Elementary York	350	644,526	\$11,863.65	1,842	\$32.56
York Adult Education	800	13,427	\$245.58	17	\$0.29
York District Office	0	125,627	\$2,364.29	0	\$0.00
York High	670	1,354,810	\$25,326.47	2,022	\$36.33
York Middle	679	1,118,423	\$21,047.56	1,647	\$29.80
Totals	2,864	3,975,734	\$74,169.81	1,388	\$24.89

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

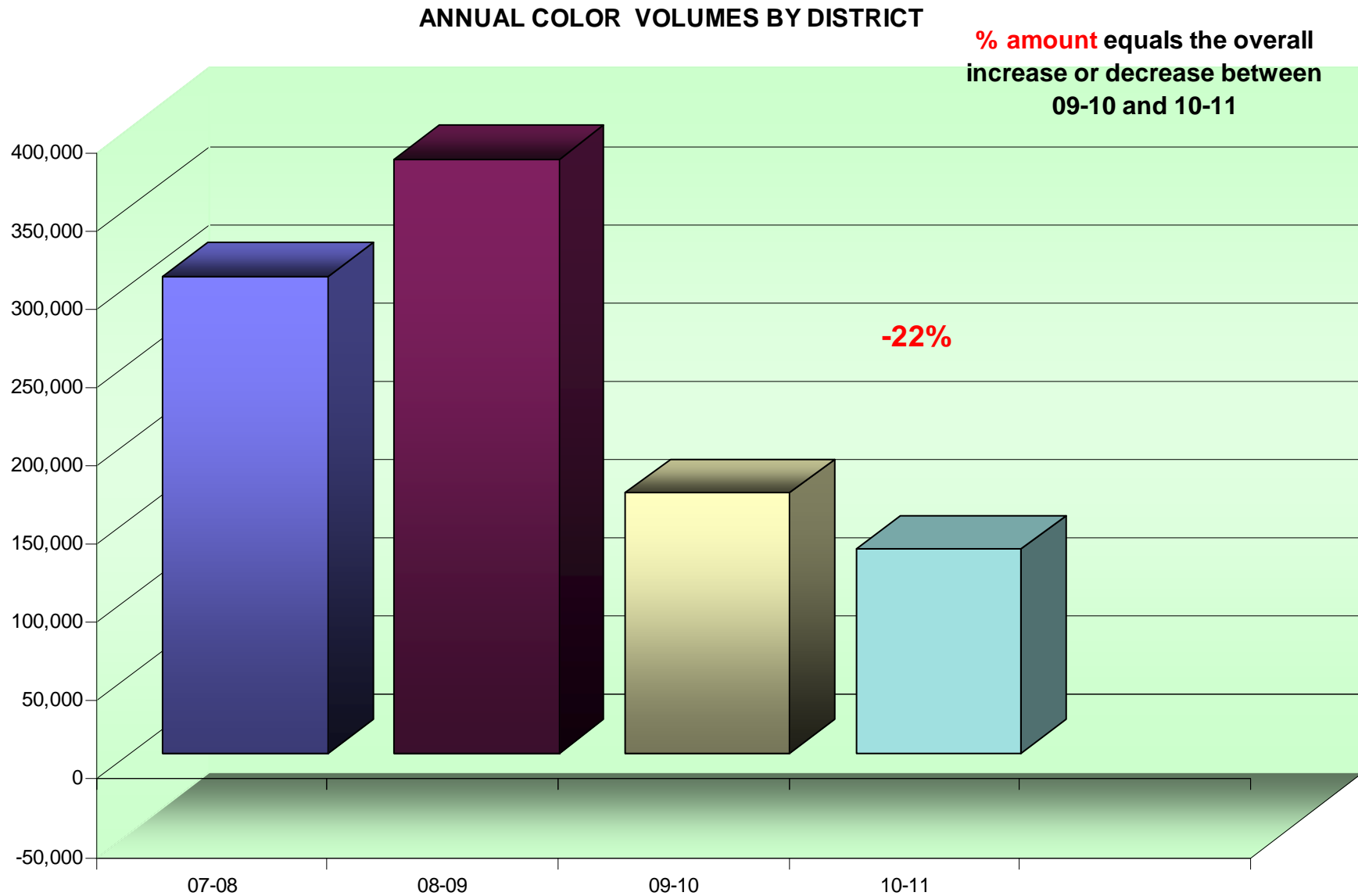
Cost Comparison Black Only

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.

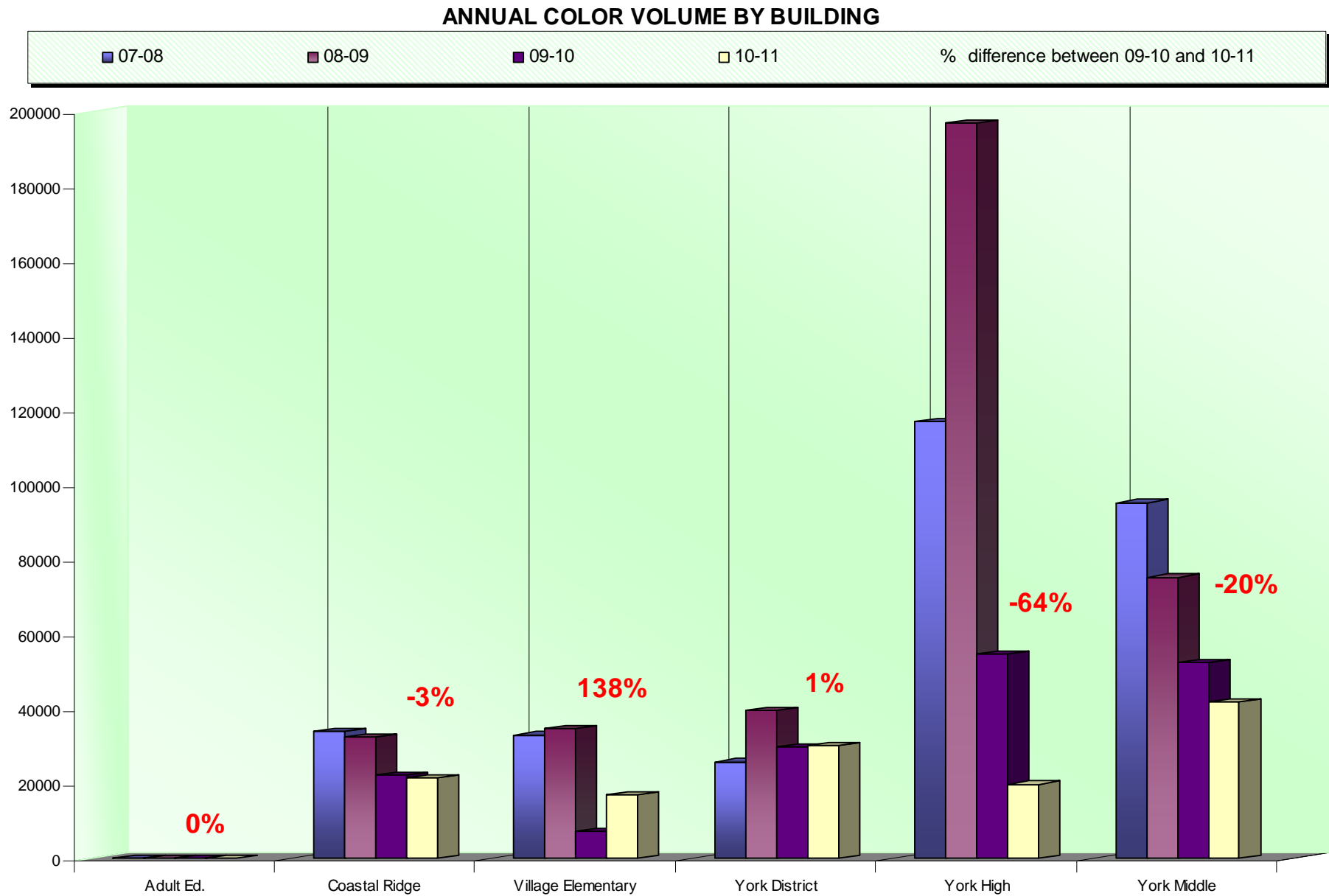
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	138,224	294,370,220	\$5,678,888.71	2,130	\$41.08

*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.

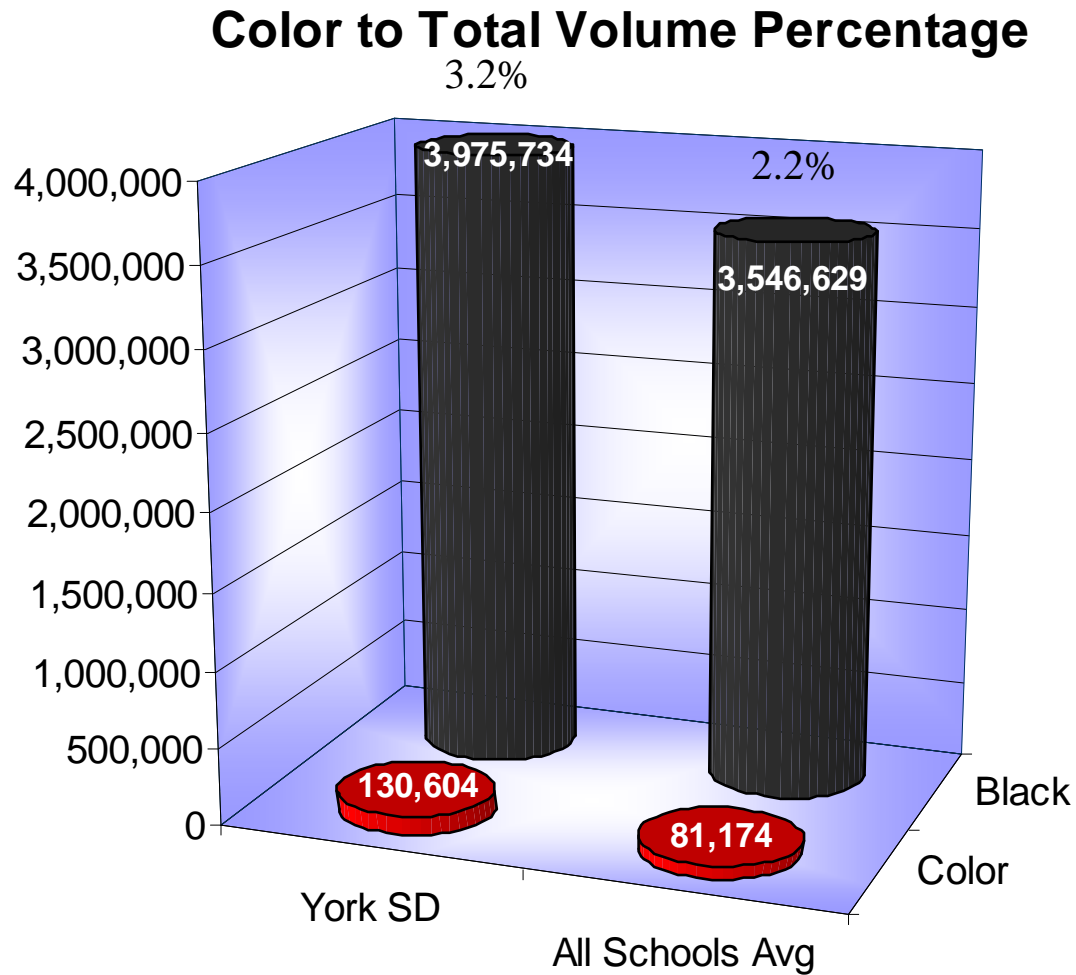


This report uses current trends for color volume to project future costs and potential equipment needs by building.



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	21,559	\$2,058.07	59	\$5.64
Village Elementary York	350	17,052	\$1,627.82	49	\$4.65
York Adult Education	800	0	\$0.00	0	\$0.00
York District Office	0	30,217	\$2,581.14	0	\$0.00
York High	670	19,822	\$1,882.56	30	\$2.81
York Middle	679	41,954	\$4,005.01	62	\$5.90
Totals	2,864	130,604	\$12,154.59	46	\$4.24

*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	138,224	6,737,445	\$556,969.76	49	\$4.03

*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</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2010</i> <i>Meter</i>	<i>6/30/2011</i> <i>Meter</i>	<i>2010/11</i> <i>Annual</i> <i>Volume</i>	<i>2011/12</i> <i>Projected</i> <i>Volume</i>	<i>Volume</i> <i>Difference</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Coastal Ridge Elementary							
Computer Lab							
Xerox 8550DP 30 CPM Black & Color	18,405	19,835	1,430	17,238	-15,808	\$0.005010	Service contract expired.
WYP331205 /						\$7.16	
750,000 / 06/2005	51,782	59,590	7,808	0	7,808	\$0.08769	
Color Network Printer						\$684.68	
Connected 9/4/2011							
VARY							
Copy Room							
Ricoh MP5500 55 CPM	824,736	1,136,367	311,631	282,375	29,256	\$0.005010	None at this time.
L7775600259 / 11449634						\$1,561.27	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	40,719	54,538	13,819	96,963	-83,144	\$0.005010	None at this time.
CXF035828 /						\$69.23	
750,000 / 02/2007	52,349	66,100	13,751	0	13,751	\$0.08769	
Color Photocopier						\$1,205.83	
Connected 9/24/2012							
VARY							

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

7/1/2010
Meter

6/30/2011
Meter

**2010/11
Annual
Volume**

**2011/12
Projected
Volume**

Volume Difference

Cost/Copy
Annual Cost

Recommendations

Coastal Ridge Elementary
Office

Toshiba E-720 72 CPM
CRG716693 / 62023807

1,312,050

1,704,091

392,041

680,973

-288,932

\$0.004500

None at this time.

4,000,000 / 06/2005

0

0

0

0

0

\$0.00000

Black Photocopier

\$0.00

Not Connected

KMBS

Subtotals B&W

718,921

1,077,549

\$3,401.85

Subtotals Color

21,559

0

\$1,890.51

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Village Elementary							
Computer Lab							
Xerox 8550DP 30 CPM Black & Color	22,667	24,490	1,823	28,429	-26,606	\$0.005010	Service contract expired.
WYP331229 /						\$9.13	
750,000 / 06/2005	68,825	80,564	11,739	0	11,739	\$0.08769	
Color Network Printer						\$1,029.39	
Connected 9/4/2011							
VARY							
Library							
Ricoh 1035 35 CPM	486,342	508,626	22,284	101,053	-78,769	\$0.005010	10 years from Intro.
H7016801824 / 11449854						\$111.64	
750,000 / 05/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
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 Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Village Elementary York							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	62,303	68,434	6,131	0	6,131	\$0.005010	Traded
CXF035814 /						\$30.72	
750,000 / 02/2007	32,989	32,989	0	0	0	\$0.08769	
Color Photocopier						\$0.00	
Connected 9/25/2012							
VARY							
Xerox 8560MFP 30 CPM Black & Color	0	5,457	5,457	139,449	-133,992	\$0.005010	None at this time.
CXF351063 /						\$27.34	
750,000 / 02/2007	0	5,313	5,313	0	5,313	\$0.08769	
Color Photocopier						\$465.90	
Connected 9/25/2012							
VARY							
Special Ed. Main Office							
Ricoh MP5500 55 CPM	296,896	403,292	106,396	153,229	-46,833	\$0.005010	None at this time.
L7775500607 / 697JZ						\$533.04	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

7/1/2010
Meter

6/30/2011
Meter

**2010/11
Annual
Volume**

**2011/12
Projected
Volume**

*Volume
Difference*

Cost/Copy
Annual Cost

Recommendations

Village Elementary York

Teachers' Room

Toshiba E-720T 72 CPM

1,683,293

2,185,728

502,435

628,668

-126,233

\$0.004500

None at this time.

CRG716694 / 62023868

\$2,260.96

4,000,000 / 06/2005

0

0

0

0

0

\$0.00000

Black Photocopier

\$0.00

Not Connected

KMBS**Subtotals B&W**

644,526

1,050,828

\$2,972.83

Subtotals Color

17,052

0

\$1,495.29

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

7/1/2010
Meter

6/30/2011
Meter

**2010/11
Annual
Volume**

**2011/12
Projected
Volume**

Volume Difference

Cost/Copy
Annual Cost

Recommendations

York Adult Education

Office

Toshiba E-452 45 CPM

45,227

58,654

13,427

39,683

-26,256

\$0.004500

None at this time.

CIE730326 / 62023691

\$60.42

1,000,000 / 01/2006

0

0

0

0

0

\$0.00000

Black Photocopier

\$0.00

Connected

KMBS

Subtotals B&W

13,427

39,683

\$60.42

Subtotals Color

0

0

\$0.00

York Schools

Date of Last Upgrade: 10/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York District Office							
Copy Room							
Ricoh MP5500 55 CPM	258,277	340,284	82,007	212,074	-130,067	\$0.005010	Underused!
L7775600290 / 11450069						\$410.86	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Hall							
Canon C3380 33 CPM Black/30 CPM Color	99,053	131,577	32,524	36,646	-4,122	\$0.005010	None at this time.
MMN00735 / 11482026						\$162.95	
750,000 / 10/2006	66,153	95,613	29,460	0	29,460	\$0.07770	
Color Photocopier						\$2,289.04	
Connected							
IKON							
Office							
Xerox 8560MFP 30 CPM Black & Color	26,659	37,755	11,096	33,110	-22,014	\$0.005010	None at this time.
CXF035987 /						\$55.59	
750,000 / 02/2007	29,262	30,019	757	0	757	\$0.08769	
Color Photocopier						\$66.38	
Connected 9/25/2012							
VARY							
	Subtotals B&W		125,627	281,830		\$629.39	
	Subtotals Color		30,217	0		\$2,355.42	

York Schools

Date of Last Upgrade: 10/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York High							
Art Lab							
Xerox 8550DP 30 CPM Black & Color	39,110	44,207	5,097	24,858	-19,761	\$0.005010	Service contract expired.
WYP330906 /						\$25.54	
750,000 / 06/2005	76,710	81,456	4,746	0	4,746	\$0.08769	
Color Network Printer						\$416.18	
Connected 9/4/2011							
VARY							
English A-143							
Canon 3200C 32 CPM Black & Color`	175,563	208,230	32,667	88,111	-55,444	\$0.005010	8 years from Intro.
MSK15759 / 11482387						\$163.66	
750,000 / 04/2003	207,847	208,788	941	0	941	\$0.07770	
Color Photocopier						\$73.12	
Connected							
IKON							
English Prep Room							
Xerox 8550DP 30 CPM Black & Color	48,019	59,095	11,076	85,539	-74,463	\$0.005010	Service contract expired.
WYP331682 /						\$55.49	
750,000 / 06/2005	112,112	117,963	5,851	0	5,851	\$0.08769	
Color Network Printer						\$513.07	
Connected 9/4/2011							
VARY							

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York High							
Front Office							
Ricoh MP5500 55 CPM	1,501,980	2,070,695	568,715	442,051	126,664	\$0.005010	None at this time.
L7775500599 / 11449648						\$2,849.26	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Toshiba E-600T 60 CPM	1,168,939	1,491,538	322,599	685,834	-363,235	\$0.004500	None at this time.
CQG721421 / 62023769						\$1,451.70	
3,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Guidance Office							
Canon 6000 60 CPM	2,139,664	2,174,913	35,249	125,788	-90,539	\$0.005010	10 years from Intro.
NSN17603 / 11450350						\$176.60	
3,000,000 / 08/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
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 Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York High							
Library							
Ricoh 1045 45 CPM	284,182	290,999	6,817	11,841	-5,024	\$0.005010	10 years from Intro.
H7116500268 / 11482435						\$34.15	
1,000,000 / 05/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	0	2,117	2,117	75,000	-72,883	\$0.005010	None at this time.
CXF353961 /						\$10.61	
750,000 / 02/2007	0	1,299	1,299	0	1,299	\$0.08769	
Color Photocopier						\$113.91	
Connected							
VARY							
Xerox 8560MFP 30 CPM Black & Color	55,462	62,330	6,868	0	6,868	\$0.005010	Traded
CXF035970 /						\$34.41	
750,000 / 02/2007	53,174	60,159	6,985	0	6,985	\$0.08769	
Color Photocopier						\$612.51	
Connected 9/25/2012							
VARY							

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York High							
Resource Room							
Canon 400 40 CPM	370,231	393,553	23,322	50,716	-27,394	\$0.005010	12 years from Intro.
NQG11222 / 11447238						\$116.84	
1,000,000 / 11/1999	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Social Studies Prep Room							
Ricoh MP5500 55 CPM	964,384	1,304,667	340,283	391,501	-51,218	\$0.005010	None at this time.
L7775600014 / 11449611						\$1,704.82	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Xerox 8550DP 30 CPM Black & Color	31,714	31,714	0	122,278	-122,278	\$0.005010	Service contract expired
WYP331681 /	\$0.00						
750,000 / 06/2005	37,630	37,630	0	0	0	\$0.08769	
Color Network Printer						\$0.00	
Connected 9/4/2011							
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>Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York High							
Storage							
Xerox 8560DN 30 CPM Black & Color	8,217	8,217	0	9,497	-9,497	\$0.005010	None at this time.
FBT073589 /						\$0.00	
750,000 / 02/2007	11,422	11,422	0	0	0	\$0.08769	
Color Network Printer						\$0.00	
Connected 9/25/2012							
VARY							
	Subtotals B&W		1,354,810	2,113,014		\$6,623.07	
	Subtotals Color		19,822	0		\$1,728.79	

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York Middle							
8th Grade Wing #3305							
Canon 6000 60 CPM	899,743	1,051,026	151,283	230,158	-78,875	\$0.005010	10 years from Intro.
NSN17612 / L5649						\$757.93	
3,000,000 / 08/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Computer Lab # 2318							
Xerox 8560DN 30 CPM Black & Color	11,643	13,248	1,605	69,149	-67,544	\$0.005010	None at this time.
FBT045288 /						\$8.04	
750,000 / 02/2007	19,552	23,081	3,529	0	3,529	\$0.08769	
Color Network Printer						\$309.46	
Connected 10/1/2012							
VARY							
Computer Lab #2319							
Xerox 8550DP 30 CPM Black & Color	34,123	36,510	2,387	0	2,387	\$0.005010	Service contract expired
WYP331207E /						\$11.96	
750,000 / 06/2005	81,908	85,073	3,165	0	3,165	\$0.08769	
Color Network Printer						\$277.54	
Connected 9/4/2011							
VARY							

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York Middle Library							
Canon 400 40 CPM NQG02114 / L8182 1,000,000 / 11/1999 Black Photocopier Not Connected IKON	618,784	622,037	3,253	10,033	-6,780	\$0.005010 \$16.30 \$0.00000 \$0.00	12 years from Intro.
Toshiba E-162 16 CPM CJF720285 / 62023716 300,000 / 03/2005 Black Photocopier Not Connected KMBS	6,631	8,702	2,071	5,244	-3,173	\$0.004500 \$9.32 \$0.00000 \$0.00	None at this time.
Xerox 8550DP 30 CPM Black & Color WYP331206E / 750,000 / 06/2005 Color Network Printer Connected 9/4/2011 VARY	58,284	72,203	13,919	75,000	-61,081	\$0.005010 \$69.73 \$0.08769 \$1,800.63	Service contract expired.

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York Middle							
Main Office							
Ricoh MP5500 55 CPM L7775500604 / 11447133 3,000,000 / 07/2006 Black Photocopier Connected IKON	714,250	948,667	234,417	324,404	-89,987	\$0.005010 \$1,174.43 \$0.00000 \$0.00	None at this time.
Xerox 8560MFP 30 CPM Black & Color CXF035973 / 750,000 / 02/2007 Color Photocopier Connected 9/25/2012 VARY	16,536	19,261	2,725	35,510	-32,785	\$0.005010 \$13.65 \$0.08769 \$537.01	Traded
Xerox 8560MFP 30 CPM Black & Color CXF351309 / 750,000 / 02/2007 Color Photocopier Connected 9/25/2012 VARY	0	676	676	35,510	-34,834	\$0.005010 \$3.39 \$0.08769 \$163.98	None at this time.

York Schools

Date of Last Upgrade: 10/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York Middle							
Principal's Office							
Xerox 8560DN 30 CPM Black & Color	4,463	7,693	3,230	8,922	-5,692	\$0.005010	None at this time.
FBT045296 /						\$16.18	
750,000 / 02/2007	5,093	9,022	3,929	0	3,929	\$0.08769	
Color Network Printer						\$344.53	
Connected 10/1/2012							
VARY							
Room 1202							
Xerox 8550DP 30 CPM Black & Color	7,751	8,756	1,005	55,860	-54,855	\$0.005010	Service contract expired.
WYP331208E /						\$5.04	
750,000 / 06/2005	25,041	27,844	2,803	0	2,803	\$0.08769	
Color Network Printer						\$245.80	
Connected 9/4/2011							
VARY							
Room 1304							
Canon 5000 50 CPM	1,143,325	1,161,557	18,232	111,624	-93,392	\$0.005010	10 years from Intro.
MPL63109 / 11449622						\$91.34	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
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 Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York Middle							
Room 3105							
Ricoh MP5500 55 CPM	691,015	956,148	265,133	368,633	-103,500	\$0.005010	None at this time.
L7775600264 / 11449627						\$1,328.32	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Teachers' Room 5th Grade							
Ricoh MP5500 55 CPM	612,596	793,406	180,810	230,158	-49,348	\$0.005010	None at this time.
L7775600270 / 11449624						\$905.86	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Teachers' Room 6th Grade							
Ricoh MP5500 55 CPM	688,554	926,231	237,677	243,320	-5,643	\$0.005010	None at this time.
L7775600304 / 11449613						\$1,190.76	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Subtotals B&W			1,118,423	1,803,525		\$5,602.24	
Subtotals Color			41,954	0		\$3,678.95	
District Wide Black Totals							
			3,975,734	6,366,429		\$19,289.82	
District Wide Color Totals							
			130,604	0		\$11,148.96	

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	\$0.00501	\$0.01402	\$64,341.50	\$321,707.50

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	718,921	\$3,509.04	\$3,567.29	\$6,245.94	\$13,322.27
Village Elementary York	644,526	\$3,065.91	\$3,198.14	\$5,599.60	\$11,863.65
York Adult Education	13,427	\$62.30	\$66.62	\$116.65	\$245.58
York District Office	125,627	\$649.49	\$623.36	\$1,091.44	\$2,364.29
York High	1,354,810	\$6,833.39	\$6,722.57	\$11,770.51	\$25,326.47
York Middle	1,118,423	\$5,781.15	\$5,549.61	\$9,716.79	\$21,047.56
Totals	3,975,734	\$19,901.28	\$19,727.59	\$34,540.94	\$74,169.81

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 **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Total Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Ikon Office	Color Photocopier	65,191	\$0.00501	\$326.61	\$0.00517	\$337.04
Ikon Office	Black Photocopier	2,587,509	\$0.00501	\$12,963.42	\$0.00517	\$13,377.42
Konica-Minolta	Black Photocopier	1,232,573	\$0.00450	\$5,546.58	\$0.00464	\$5,719.14
Vary Technologies	Color Photocopier	48,889	\$0.00501	\$244.93	\$0.00517	\$252.76
Vary Technologies	Color Network Printer	41,572	\$0.00501	\$208.28	\$0.00517	\$214.93
<i>Totals and Averages</i>		<i>3,975,734</i>	<i>\$0.00485</i>	<i>\$19,289.82</i>	<i>\$0.00501</i>	<i>\$19,901.29</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	21,559	\$1,951.09	\$106.98	\$2,058.07
Village Elementary York	17,052	\$1,543.21	\$84.61	\$1,627.82
York Adult Education	0	\$0.00	\$0.00	\$0.00
York District Office	30,217	\$2,431.20	\$149.94	\$2,581.14
York High	19,822	\$1,784.20	\$98.36	\$1,882.56
York Middle	41,954	\$3,796.84	\$208.18	\$4,005.01
<i>Totals</i>	<i>130,604</i>	<i>\$11,506.53</i>	<i>\$648.06</i>	<i>\$12,154.59</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. Cost per copy typically increases by 5% or CPI annually, whichever is less. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Actual Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Ikon Office Solutions	Color Photocopier	30,401	\$0.07770	\$2,362.16	\$0.08020	\$2,438.16
Vary Technologies	Color Photocopier	36,099	\$0.08769	\$3,165.52	\$0.09050	\$3,266.96
Vary Technologies	Color Network Printer	64,104	\$0.08769	\$5,621.28	\$0.09050	\$5,801.41
<i>Totals and Averages</i>		<i>130,604</i>	<i>\$0.08536</i>	<i>\$11,148.96</i>	<i>\$0.08810</i>	<i>\$11,506.53</i>

Reprographic Equipment Assessment

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

Total # of Units	42
# 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 usually due on 8/1	\$34,540.94
Remaining Payments	1

**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	CXF351063
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	8560DN	FBT073589
York High	Xerox	8560MFP	CXF353961
York Middle	Ricoh	MP5500	L7775600270
York Middle	Ricoh	MP5500	L7775600264
York Middle	Ricoh	MP5500	L7775600304
York Middle	Ricoh	MP5500	L7775500604
York Middle	Toshiba	E-162	CJF720285
York Middle	Xerox	8560DN	FBT045296
York Middle	Xerox	8560MFP	CXF351309
York Middle	Xerox	8560DN	FBT045288

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	6000	NSN17612
York Middle	Canon	400	NQG02114
York Middle	Canon	5000	MPL63109
York Middle	Xerox	8550DP	WYP331206E
York Middle	Xerox	8550DP	WYP331207E
York Middle	Xerox	8550DP	WYP331208E

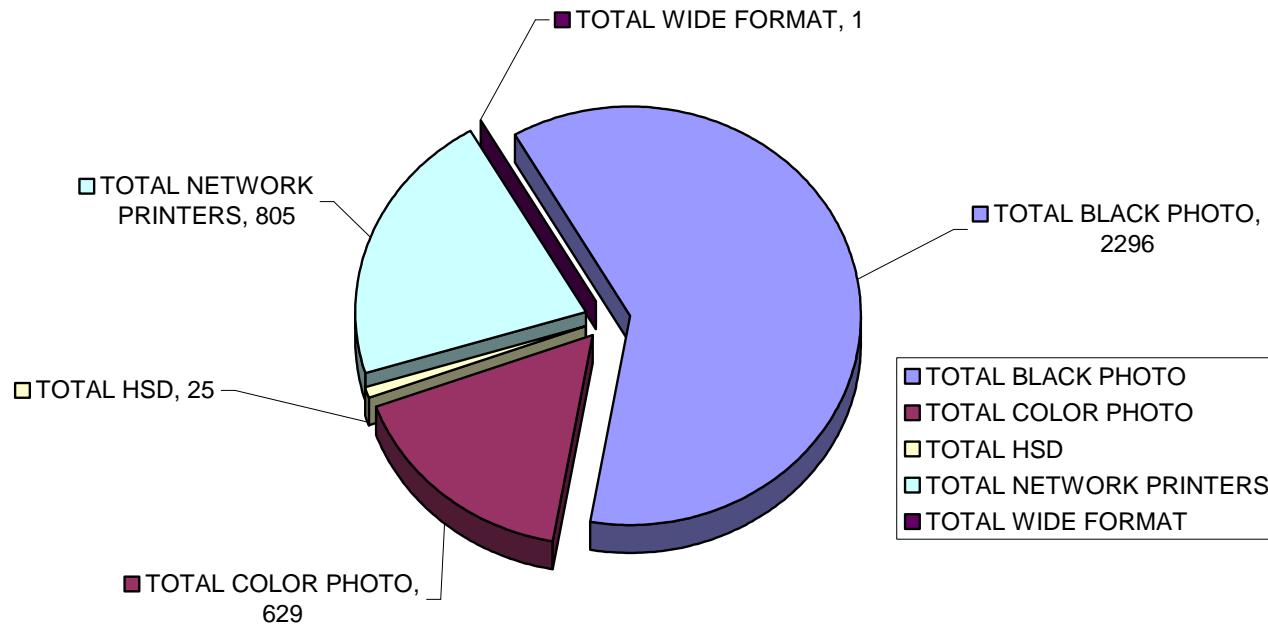
NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,756 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

SPC Total Active Equipment

- Current Manufacturers Represented (12):**
- Canon
 - Gestetner
 - Hewlett-Packard
 - Konica-Minolta
 - Kyocera
 - Lexmark
 - Océ
 - Ricoh
 - Risograph
 - Samsung
 - Savin
 - Sharp
 - Toshiba
 - Xerox



Total Number of Active Equipment is 3,756

Current Vendors Represented (18):

- **A-COPI**
- Catamount/Lockrows
- Conway
- **Ikon - Ricoh**
- **KMBS**
- **Levesque**
- Lyndonville
- **Océ**
- Offtech New England
- Spillers
- SymQuest
- 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!

SPC's Service & Supply Contract – Purpose & Sample

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

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

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

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

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

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

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

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY SAMPLE:

**WARRANTY
(LEASED EQUIPMENT)**

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

The only exclusions to this Warranty are as follows:

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

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