

Specialized Purchasing Consultants

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2011-12 Annual Report

Year - End Photocopier Analysis

With projected costs for 2012-13

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

August 2012

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

Dear Jim:

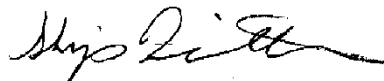
Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *11 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

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

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

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

Sincerely,

A handwritten signature in black ink, appearing to read "Skip Tilton", with a stylized flourish at the end.

Skip Tilton
President

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The SPC Team

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

Skip Tilton, President

Billie Jo Tilton, Vice President

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

Paul Garozzo

General Manager

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

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

Derik Brasher

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographic platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

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

The SPC Team Continued....

Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

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

Pam Weed

Client-Vendor Relations

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

Anne Arbore

Administration

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

Equipment Health Status

Total Number of Machines:	40
Total Black Photocopiers	21
Total Low Cost of Operation Black Network Printers	0
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP)	7
Total Low Cost of Operation Color Network Printers	5
Total Removed from Service:	7
# of Units OFF Warranty:	5
# of Units Approaching End of Warranty:	6
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	17
Commencement Date:	10/1/2007
# of Annual Payments Left on Lease	0
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,

As you know we have done business for 11 years. Still from our bid you can see we are not resting on our laurels. I hope that this bid, which includes SPC STAR Doc (Interactive Live Floor Plans), will make your decision to stay with us easier. When looking back in time your volume has progressively dropped and you do in fact have an overabundance of machines. In addition, your printer fleet is very old. What we are proposing is soul source with SPC. Based on past volumes, SPC will invoice you for your service and supplies semi-annually with fixed invoices and will reconcile your volume annually in June.

Simple spreads will break down the volume and cost by machine. Using STAR Doc you will be able to project your district wide cost at any time throughout the year. Recall several years ago when your color volume was over budgeted. We caught it but it was a year later. Now we will catch it that month. We are excited to offer this package in conjunction with KMBS who is one of your current providers.

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
Coastal Ridge Elementary	Computer Lab	Xerox 8550	WYP331205		05/2005
Coastal Ridge Elementary	Office	Toshiba E-720	CRG716693	62023807	06/2005
Village Elementary	Teachers' Room	Toshiba E-720	CRG716694	62023868	06/2005
Village Elementary	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	644,318	\$6,400.19	1,765	\$17.53
Village Elementary York	312	543,661	\$5,354.15	1,743	\$17.16
York Adult Education	800	10,792	\$104.81	13	\$0.13
York District Office	0	75,899	\$778.12	0	\$0.00
York High	670	1,442,930	\$14,568.68	2,154	\$21.74
York Middle	679	1,049,209	\$10,754.72	1,545	\$15.84
Totals	2,826	3,766,809	\$37,960.67	1,333	\$13.43

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

Cost Comparison Black Only

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

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

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

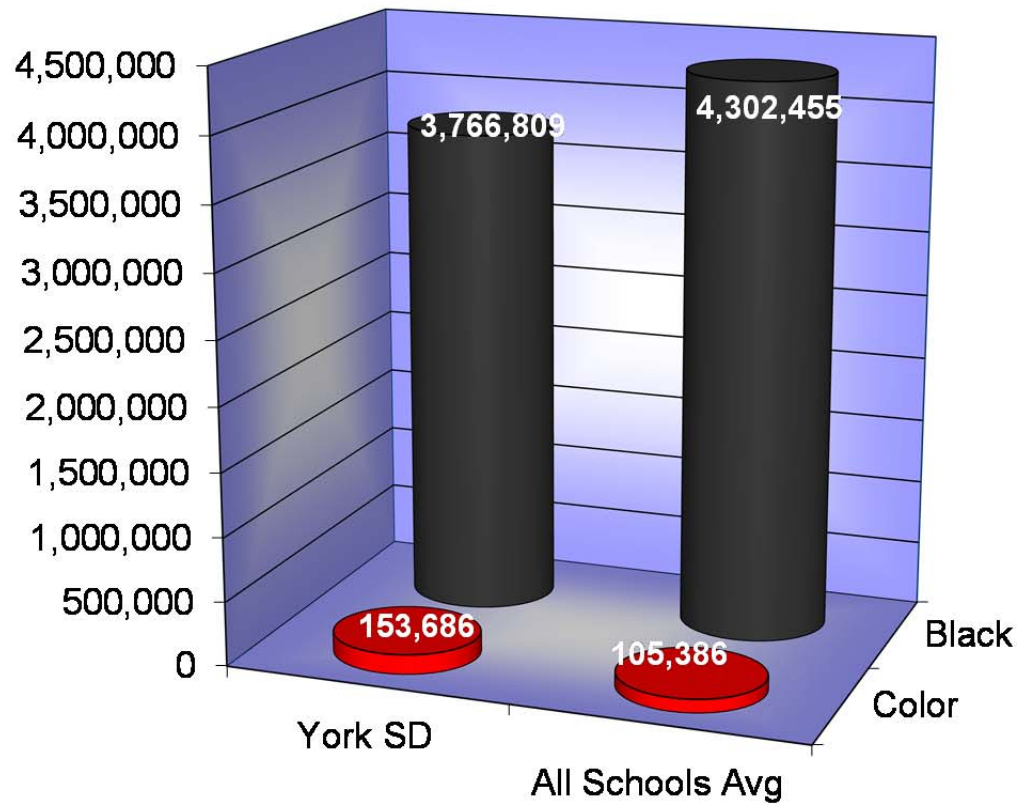
This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.

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.

Color to Total Volume Percentage



Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Coastal Ridge Elementary	365	30,677	\$2,992.30	84	\$8.20
Village Elementary York	312	11,548	\$1,126.42	37	\$3.61
York Adult Education	800	0	\$0.00	0	\$0.00
York District Office	0	30,888	\$2,787.34	0	\$0.00
York High	670	40,121	\$3,901.80	60	\$5.82
York Middle	679	40,452	\$3,945.77	60	\$5.81
Totals	2,826	153,686	\$14,753.63	54	\$5.22

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

Cost Comparison – Color Only

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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	131,784	7,377,029	\$486,775.63	56	\$3.69

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 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>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>
			<i>Volume</i>	<i>Volume</i>			
Coastal Ridge Elementary							
Computer Lab							
Xerox 8550DP 30 CPM Black & Color	19,835	22,207	2,372	17,238	-14,866	\$0.005170	Trade
WYP331205 /						\$12.26	KMBS 3750DN 25 PPM
750,000 / 06/2005	59,590	70,767	11,177	0	11,177	\$0.09050	Color Network Printer
Color Network Printer						\$1,011.52	New Unit
Connected 9/4/2011							
VARY							
Copy Room							
Ricoh MP5500 55 CPM	1,136,367	1,382,655	246,288	282,375	-36,087	\$0.005170	N/C Move Recon
L7775600259 / 11449634						\$1,273.31	KMBS 552 55 CPM
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	55 CPM Black Photo
Black Photocopier						\$0.00	New Unit
Not 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	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Coastal Ridge Elementary							
Main Office							
Xerox 8560MFP 30 CPM Black & Color CXF035828 / 750,000 / 02/2007 Color Photocopier Connected 9/24/2012 VARY	54,538	54,538	0	0	0	\$0.005170 \$0.00 \$0.09050 \$0.00	Warranty Swap 2011
Xerox 8560MFP 30 CPM Black & Color LBX000840 / 750,000 / 02/2007 Color Photocopier Connected 9/24/2012 VARY	0	15,357	15,357	96,963	-81,606	\$0.005170 \$79.40 \$0.09050 \$1,764.75	KMBS C35 35 CPM Color Photo New Unit
Toshiba E-720 72 CPM CRG716693 / 62023807 4,000,000 / 06/2005 Black Photocopier Not Connected KMBS	1,704,091	2,084,392	380,301	680,973	-300,672	\$0.004640 \$1,764.60 \$0.00000 \$0.00	KMBS 552 55 CPM 55 CPM Black Photo New Unit
	Subtotals B&W		644,318	1,077,549		\$3,129.56	
	Subtotals Color		30,677	0		\$2,776.27	

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Village Elementary York							
Computer Lab							
Xerox 8550DP 30 CPM Black & Color	24,490	24,490	0	28,429	-28,429	\$0.005170	Removed Service 2011
WYP331229 /						\$0.00	
750,000 / 06/2005	80,564	80,564	0	0	0	\$0.09050	
Color Network Printer						\$0.00	
Connected 9/4/2011							
VARY							
Library							
Ricoh 1035 35 CPM	508,626	534,918	26,292	101,053	-74,761	\$0.005170	Trade
H7016801824 / 11449854						\$135.93	
750,000 / 05/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	5,457	17,916	12,459	139,449	-126,990	\$0.005170	Trade
CXF351063 /						\$64.41	
750,000 / 02/2007	5,313	16,861	11,548	0	11,548	\$0.09050	
Color Photocopier						\$1,045.09	
Connected 9/25/2012							Color Photo
VARY							New Unit

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Village Elementary York							
Special Ed. Main Office							
Ricoh MP5500 55 CPM	403,292	501,784	98,492	153,229	-54,737	\$0.005170	N/C Move Recon
L7775500607 / 697JZ						\$509.20	No Charge Recon
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Teachers' Room							
Toshiba E-720T 72 CPM	2,185,728	2,592,146	406,418	628,668	-222,250	\$0.004640	Trade
CRG716694 / 62023868						\$1,885.78	KMBS 552 55 CPM
4,000,000 / 06/2005	0	0	0	0	0	\$0.00000	55 CPM Black Photo
Black Photocopier						\$0.00	New Unit
Not Connected							
KMBS							
	Subtotals B&W		543,661	1,050,828		\$2,595.33	
	Subtotals Color		11,548	0		\$1,045.09	

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York Adult Education Office							
Toshiba E-452 45 CPM	58,654	69,446	10,792	39,683	-28,891	\$0.004640	Extend Service or
CIE730326 / 62023691						\$50.07	N/C Recon Swap
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
	Subtotals B&W		10,792	39,683		\$50.07	
	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 Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York District Office							
Copy Room							
Ricoh MP5500 55 CPM	340,284	400,826	60,542	212,074	-151,532	\$0.005170	N/C Move Recon
L7775600290 / 11450069						\$313.00	KMBS 552 55 CPM
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	Black Photo
Black Photocopier						\$0.00	New Photo
Connected							
IKON							
Hall							
Canon C3380 33 CPM Black/30 CPM Color	131,577	140,148	8,571	36,646	-28,075	\$0.005170	N/C Move Recon
MMN00735 / 11482026						\$44.31	KMBS C364 36 CPM
750,000 / 10/2006	95,613	116,930	21,317	0	21,317	\$0.08020	Color Photo
Color Photocopier						\$1,709.62	New Photo
Connected							
IKON							
Office							
Xerox 8560MFP 30 CPM Black & Color	37,755	44,541	6,786	33,110	-26,324	\$0.005170	Trade & Close Out
CXF035987 /						\$35.08	
750,000 / 02/2007	30,019	39,590	9,571	0	9,571	\$0.09050	
Color Photocopier						\$866.18	
Connected 9/25/2012							
VARY							
	Subtotals B&W		75,899	281,830		\$392.40	
	Subtotals Color		30,888	0		\$2,575.80	

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York High							
Art Lab							
Xerox 8550DP 30 CPM Black & Color	44,207	57,416	13,209	24,858	-11,649	\$0.005170	Removed from Service
WYP330906 /						\$68.29	
750,000 / 06/2005	81,456	99,239	17,783	0	17,783	\$0.09050	KMBS 3750DN 25 PPM
Color Network Printer						\$1,609.36	Color Network Printer
Connected 9/4/2011							New Unit
VARY							
English A-143							
Canon 3200C 32 CPM Black & Color`	208,230	256,450	48,220	88,111	-39,891	\$0.005170	Trade
MSK15759 / 11482387						\$249.30	
750,000 / 04/2003	208,788	209,892	1,104	0	1,104	\$0.08020	No Charge Recon
Color Photocopier						\$88.54	
Connected							
IKON							
Front Office							
Ricoh MP5500 55 CPM	2,070,695	2,634,701	564,006	442,051	121,955	\$0.005170	Trade
L7775500599 / 11449648						\$2,915.91	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	KMBS 552 55 CPM
Black Photocopier						\$0.00	
Connected							55 CPM Black Photo
IKON							
Toshiba E-600T 60 CPM	1,491,538	1,906,786	415,248	685,834	-270,586	\$0.004640	Trade
CQG721421 / 62023769						\$1,926.75	
3,000,000 / 10/2006	0	0	0	0	0	\$0.00000	KMBS 552 55 CPM
Black Photocopier						\$0.00	
Not Connected							55 CPM Black Photo
KMBS							
							New Unit

York Schools

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York High							
Guidance Office							
Canon 6000 60 CPM	2,174,913	2,199,497	24,584	125,788	-101,204	\$0.005170	Trade
NSN17603 / 11450350						\$127.10	No Charge Recon
3,000,000 / 08/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Library							
Ricoh 1045 45 CPM	290,999	298,555	7,556	11,841	-4,285	\$0.005170	Trade
H7116500268 / 11482435						\$39.06	No Charge Recon
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	2,117	24,108	21,991	75,000	-53,009	\$0.005170	Trade
CXF353961 /						\$113.69	KMBS C35 35 CPM
750,000 / 02/2007	1,299	22,533	21,234	0	21,234	\$0.09050	Color Photo
Color Photocopier						\$1,921.68	New Unit
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	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York High							
Resource Room Map 18							
Canon 400 40 CPM	393,553	420,700	27,147	50,716	-23,569	\$0.005170	Trade
NQG11222 / 11447238						\$140.35	No Charge Recon
1,000,000 / 11/1999	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Social Studies Prep Room Map							
Ricoh MP5500 55 CPM	1,304,667	1,625,636	320,969	391,501	-70,532	\$0.005170	N/C Move Recon
L7775600014 / 11449611						\$1,659.41	KMBS 552 55 CPM
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	55 CPM Black Photo
Black Photocopier						\$0.00	New Unit
Not Connected							
IKON							
Xerox 8550DP 30 CPM Black & Color	31,714	31,714	0	122,278	-122,278	\$0.005170	Trade & Close Out
WYP331681 /						\$0.00	
750,000 / 06/2005	37,630	37,630	0	0	0	\$0.09050	
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>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
York High											
Storage											
Xerox 8560DN 30 CPM Black & Color	FBT073589 /	750,000 / 02/2007	Color Network Printer	Connected 9/25/2012	8,217	8,217	0	9,497	-9,497	\$0.005170	Trade & Close Out
										\$0.00	
					11,422	11,422	0	0	0	\$0.09050	
										\$0.00	
VARY											
Xerox 8550DP 30 CPM Black & Color	WYP331682 /	750,000 / 06/2005	Color Network Printer	Connected 9/4/2011	59,095	59,095	0	85,539	109,126	\$0.005170	Trade & Close Out
										\$1,006.42	
					117,963	117,963	0	0	92,135	\$0.09050	
										\$8,338.22	
VARY											
					Subtotals B&W		1,442,930	2,113,014		\$7,239.87	
					Subtotals Color		40,121	0		\$3,619.58	

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York Middle							
8th Grade Wing #3305							
Canon 6000 60 CPM	1,051,026	1,163,693	112,667	230,158	-117,491	\$0.005170	Trade
NSN17612 / L5649						\$582.49	No Charge Recon
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	13,248	17,534	4,286	69,149	-64,863	\$0.005170	Trade
FBT045288 /						\$22.16	KMBS 3750DN 25 PPM
750,000 / 02/2007	23,081	33,111	10,030	0	10,030	\$0.09050	Color Network Printer
Color Network Printer						\$907.72	New Unit
Connected 10/1/2012							
VARY							
Computer Lab #2319							
Xerox 8550DP 30 CPM Black & Color	36,510	37,436	926	0	926	\$0.005170	Trade
WYP331207E /						\$4.79	KMBS 3750DN 25 PPM
750,000 / 06/2005	85,073	86,334	1,261	0	1,261	\$0.09050	Color Network Printer
Color Network Printer						\$114.12	New Unit
Connected 9/4/2011							
VARY							

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York Middle							
Library							
Canon 400 40 CPM NQG02114 / L8182 1,000,000 / 11/1999 Black Photocopier Not Connected IKON	622,037 0	625,944 0	3,907 0	10,033 0	-6,126 0	\$0.005170 \$20.20 \$0.00000 \$0.00	Trade No Charge Recon
Toshiba E-162 16 CPM CJF720285 / 62023716 300,000 / 03/2005 Black Photocopier Not Connected KMBS	8,702 0	11,980 0	3,278 0	5,244 0	-1,966 0	\$0.004640 \$15.21 \$0.00000 \$0.00	Trade & Close Out
Xerox 8550DP 30 CPM Black & Color WYP331206E / 750,000 / 06/2005 Color Network Printer Connected 9/4/2011 VARY	72,203 119,398	77,336 133,199	5,133 13,801	75,000 0	-69,867 13,801	\$0.005170 \$26.54 \$0.09050 \$1,248.99	Trade & Close Out

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 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	948,667	1,151,743	203,076	324,404	-121,328	\$0.005170 \$1,049.90 \$0.000000 \$0.00	N/C Move Recon KMBS C552 55 CPM Color Photo New Unit
Xerox 8560MFP 30 CPM Black & Color CXF351309 / 750,000 / 02/2007 Color Photocopier Connected 9/25/2012 VARY	676	4,285	3,609	35,510	-31,901	\$0.005170 \$18.66 \$0.09050 \$889.98	Trade & Close Out
Principal's Office							
Xerox 8560DN 30 CPM Black & Color FBT045296 / 750,000 / 02/2007 Color Network Printer Connected 10/1/2012 VARY	7,693	10,087	2,394	8,922	-6,528	\$0.005170 \$12.38 \$0.09050 \$355.12	Trade & Close Out

York Schools

Date of Last Upgrade: 10/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York Middle							
Room 1202							
Xerox 8550DP 30 CPM Black & Color	8,756	9,443	687	55,860	-55,173	\$0.005170	Removed from Service Close Out
WYP331208E /						\$3.55	
750,000 / 06/2005	27,844	29,446	1,602	0	1,602	\$0.09050	
Color Network Printer						\$144.98	
Connected 9/4/2011							
VARY							
Room 1304							
Canon 5000 50 CPM	1,161,557	1,196,974	35,417	111,624	-76,207	\$0.005170	Trade No Charge Recon
MPL63109 / 11449622						\$183.11	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Room 3105							
Ricoh MP5500 55 CPM	956,148	1,211,600	255,452	368,633	-113,181	\$0.005170	N/C Move Recon KMBS 552 55 CPM
L7775600264 / 11449627						\$1,320.69	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
York Middle							
Teachers' Room 5th Grade							
Ricoh MP5500 55 CPM	793,406	979,623	186,217	230,158	-43,941	\$0.005170	N/C Move Recon
L7775600270 / 11449624						\$962.74	KMBS 552 55 CPM
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	New Photo
Black Photocopier						\$0.00	
Not Connected							
IKON							
Teachers' Room 6th Grade							
Ricoh MP5500 55 CPM	926,231	1,158,391	232,160	243,320	-11,160	\$0.005170	N/C Move Recon
L7775600304 / 11449613						\$1,200.27	KMBS 552 55 CPM
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	New Photo
Black Photocopier						\$0.00	
Not Connected							
IKON							
	Subtotals B&W		1,049,209	1,768,015		\$5,422.67	
	Subtotals Color		40,452	0		\$3,660.91	
District Wide Black Totals			3,766,809	6,330,919		\$18,829.90	
District Wide Color Totals			153,686	0		\$13,677.65	

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	\$0.00512	\$0.01390	\$63,790.78	\$318,953.90

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	644,318	\$3,203.08	\$3,197.11	\$0.00	\$6,400.19
Village Elementary York	543,661	\$2,656.50	\$2,697.65	\$0.00	\$5,354.15
York Adult Education	10,792	\$51.26	\$53.55	\$0.00	\$104.81
York District Office	75,899	\$401.51	\$376.61	\$0.00	\$778.12
York High	1,442,930	\$7,408.87	\$7,159.82	\$0.00	\$14,568.69
York Middle	1,049,209	\$5,548.55	\$5,206.18	\$0.00	\$10,754.73
<i>Totals</i>	<i>3,766,809</i>	<i>\$19,269.76</i>	<i>\$18,690.91</i>	<i>\$0.00</i>	<i>\$37,960.68</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. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Ricoh USA	Color Photocopier	56,791	\$0.00517	\$293.61	\$0.00529	\$300.42
Ricoh USA	Black Photocopier	2,404,772	\$0.00517	\$12,432.67	\$0.00529	\$12,721.24
Konica-Minolta	Black Photocopier	1,216,037	\$0.00464	\$5,642.41	\$0.00475	\$5,776.18
Vary Technologies	Color Photocopier	60,202	\$0.00517	\$311.24	\$0.00529	\$318.47
Vary Technologies	Color Network Printer	29,007	\$0.00517	\$149.97	\$0.00529	\$153.45
<i>Totals and Averages</i>		<i>3,766,809</i>	<i>\$0.00500</i>	<i>\$18,829.90</i>	<i>\$0.00512</i>	<i>\$19,269.76</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	30,677	\$2,840.08	\$152.22	\$2,992.30
Village Elementary York	11,548	\$1,069.11	\$57.30	\$1,126.42
York Adult Education	0	\$0.00	\$0.00	\$0.00
York District Office	30,888	\$2,634.08	\$153.27	\$2,787.34
York High	40,121	\$3,702.72	\$199.08	\$3,901.80
York Middle	40,452	\$3,745.05	\$200.72	\$3,945.77
<i>Totals</i>	<i>153,686</i>	<i>\$13,991.04</i>	<i>\$762.59</i>	<i>\$14,753.63</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. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Ricoh USA	Color Photocopier	22,421	\$0.08020	\$1,798.16	\$0.08200	\$1,838.52
Vary Technologies	Color Photocopier	71,687	\$0.09050	\$6,487.67	\$0.09258	\$6,636.78
Vary Technologies	Color Network Printer	59,578	\$0.09050	\$5,391.81	\$0.09258	\$5,515.73
<i>Totals and Averages</i>		<i>153,686</i>	<i>\$0.08900</i>	<i>\$13,677.65</i>	<i>\$0.09104</i>	<i>\$13,991.04</i>

Reprographic Equipment Assessment

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

Total # of Units	33
# of Units on Lease	0
# of Units Owned	33
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	\$0.00
Remaining Payments	0

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

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Coastal Ridge Elementary	Ricoh	MP5500	L7775600259
Coastal Ridge Elementary	Toshiba	E-720	CRG716693
Coastal Ridge Elementary	Xerox	8550DP	WYP331205
Coastal Ridge Elementary	Xerox	8560MFP	LBY000840
Village Elementary York	Ricoh	1035	H7016801824
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	Canon	3200C	MSK15759
York High	Canon	400	NQG11222
York High	Canon	6000	NSN17603
York High	Ricoh	1045	H7116500268
York High	Ricoh	MP5500	L7775500599
York High	Ricoh	MP5500	L7775600014
York High	Toshiba	E-600T	CQG721421
York High	Xerox	8550DP	WYP331682
York High	Xerox	8560DN	FBT073589
York High	Xerox	8560MFP	CXF353961
York Middle	Canon	400	NQG02114
York Middle	Canon	5000	MPL63109
York Middle	Canon	6000	NSN17612
York Middle	Ricoh	MP5500	L7775600270

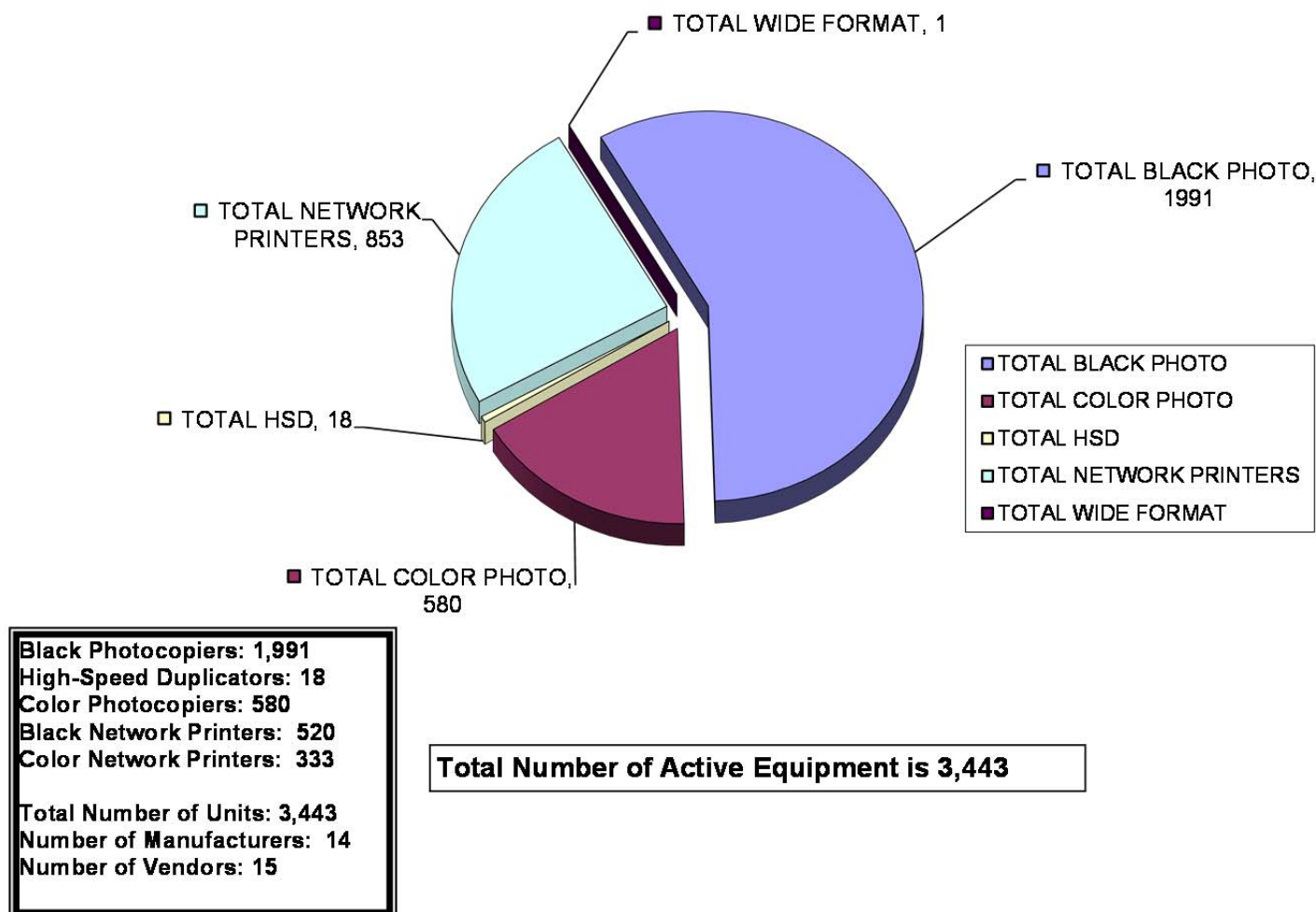
Building	Make	Model	Serial #
York Middle	Ricoh	MP5500	L7775600304
York Middle	Ricoh	MP5500	L7775500604
York Middle	Ricoh	MP5500	L7775600264
York Middle	Toshiba	E-162	CJF720285
York Middle	Xerox	8560DN	FBT045288
York Middle	Xerox	8560DN	FBT045296
York Middle	Xerox	8560MFP	CXF351309

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

Active Reprographic Equipment & Manufacturers

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

SPC Total Active Equipment



Improved SPC Services

Print Management Software (MagicSoft) with its Benefits

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

Collect meter reads daily. Benefits...

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

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

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

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

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

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

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:	_____