

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538



FY23

Annual Report

With FY24 Projections

Duane Ford

Dunbarton Elementary School

20 Robert Rogers Road

Dunbarton, NH 03046



Specialized Purchasing Consultants Inc.

Serving Maine, New Hampshire & Vermont since 1988

September 2023

Skip Tilton
President

1491 East Side River Road
Dummer, NH 03588
(800) 750-1538
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Duane Ford
Dunbarton Elementary School
20 Robert Rogers Road
Dunbarton, NH 03046

VISIT US ON THE WEB:
www.spccopypro.com

Dear Duane:

Specialized Purchasing Consultants is pleased to present your FY23 Annual Report. We pride ourselves in being flexible and adjusting to the competitive environment. After going through two tough years involving backorders, we now feel confident that the industry has caught up with their inventory.

While Inflation has been a worldwide problem, SPC bids have fallen to their lowest level ever! We are buying new equipment for **8 to 12% of retail!** In addition, the number of participants in our bids has grown to eight different vendors representing eight different manufacturers.

Since 2020, we are averaging 75 million prints, acquiring approximately 1,200 machines annually. In addition, we have signed up **30 new clients, representing 100 million prints** – more than a 50% increase. The purpose of informing you of this information is to continue to build confidence in the strength of *your* cooperative buying power with SPC.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton
President

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MEET YOUR TEAM



Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, we are very proud of our team of professionals. The concept of group purchasing was relatively new in 1988, but with your trust and loyalty, we have been able to save our clients millions of dollars, increase the reliability and quality of your service and equipment, and improve the accuracy and ease of billing. We are so pleased to bring you services that give you control over equipment, usage and costs.



Alex Webster
Operations Manager

Alex manages overall operations, actively seeking new clients and improving the cooperative bid process and the buying power in New England. Alex organizes and prepares the bids, tabulates the results, and presents them to our clients. He also oversees STARDoc and FM Audit maintenance so our clients always have access to valuable information on their equipment..

Sue Penney
Accounting Coordinator

Sue oversees all billing, leases, and contracts. Her decades of financial expertise, attention to detail, and ability to prioritize ensure accuracy and timeliness of all finance projects..



Kelly Fortier
Finance Support

Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Finance Support

As part of the Billing Team, Heidi assists with bookkeeping and billing, processing payments, updating contact information, and providing office support.



Pam Weed
Client-Vendor Relations

Pam works with clients and vendors to maintain a good working relationship. She oversees warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection, billing, and scheduling of Annual Report meetings. Pam also assists with marketing SPC services.

Robert B. Dutil
Information Technology

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website. He also wrote the code to create the many reports SPC generates to give you the accurate information you rely on..



Jamin Tilton
Operations Support

Jamin plays a vital role in ensuring equipment surveys, installations, and trades go smoothly. He coordinates with clients and vendors to create schedules that are beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc, FM Audit and the computers.

SPC TIMELINE

1988 Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power, obtaining competitive rates on leases, equipment, and service and supply contracts.

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

2001 Meter Collection

- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002 Bond Counsel Review

- Added Bond Counsel Review to ensure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003 Bond Counsel Review of Contracts and Warranties

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option.
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business.

2012 STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end-of-year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 3 a year.

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage.

2014 STARDoc - Monthly Audits

- Users can see a monthly snapshot of current usage and estimated projections.

2015 STARDoc - Mapping Options and Asset Management

- Allows mapping of other IT devices (Wireless Access Points, IP Cameras, Projectors, VoIP Phones, etc.).
- IT Asset Management tracks all IT purchases, warranty expirations, etc.

SPC TIMELINE (Continued)

2018 STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget.
- Facilitated communication with your vendor's service manager.
- Request service history on any given printer or copier.

2019 STARDoc - Service Histories, Chromebook Bid, FYFM

- Mandatory annual fleet service history provides data on the overall reliability of the fleet.
- SPC's Chromebook Bid allows organizations to piggyback off our cooperative pricing. Many schools like SAU 67 Bow and SAU 57 Salem benefited from this pricing.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

2020 Mock Bids and Warranty Relief Fund

- Mock Bids allow us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

2020 Chromebook Bid

- Third year in a row, awarding primarily to Y & S Technologies for Lenovo
- Sold 3,379 units to 17 clients for just under \$815k in sales

2021 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

2022 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year..

2023 STARDoc Facelift and new Ratio Category

- STARDoc Program now online/ live as of July 1 with Client Audits for Nov 1
- High, Middle & Elementary School: Student Ratio for Black & Color Prints

2024 SPC Roadmap

- High, Middle & Elementary School: Student Ratio for Copiers & MFP-Printers

EQUIPMENT HEALTH STATUS

Total Number of Machines	26
Total Black Photocopiers	2
Total Color Photocopiers	1
Total Black Network Printers	22
Total Color Network Printers	1
Total Removed from Service	0
# of Units Not in Use for FY23	0
# of Units OFF Warranty **	0
# of Units Approaching End of Warranty	0
# of Units Overused	0
# of Units Underused	0
 Contract Commencement Date	 07/01/2020
Contract and Warranty Expiration Date	6/30/2026
# of Annual Payments Remaining on Lease	3
PaperCut Installed	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."

Dear Duane,

Based on 87,539 Students across the Tri-state Region that SPC manages,

- Black averages 1,854 per Student.
- Color averages 281 per Student.

Color Industry averages are increasing by 16% while Black is increasing by 4% per year.

Based on 255 Students, your averages are

- Black 1,469 per Student - slight increase compared with the previous year.
- Color 53 per Student - slight decrease compared with the previous year.

The good news is, SPC has implemented both Papercut and STARDoc cost controls. (See _____.)

We can discuss this and any other concerns at our meeting.

Sincerely,

Skip Tilton

Dunbarton Elementary School
Duane Ford
20 Robert Rogers Road, Dunbarton NH,
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Dunbarton Elementary School

Copies-per-Year: 491,748

Present vs. Proposed Recommendations as of 7/1/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: <1 Year
- 2) Annual Price Ceilings Left: <1 Year
- 3) Console Copiers with 3 million plus: 1
- 4) Units to be Traded: 24
- 5) Photocopiers: 2
- 6) Color Photocopiers: 0
- 7) MFPs: 1
- 8) Printers: 21
- 9) Duplexers: 18
- 10) Finishers: 2
- Total number of Units: 24

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Console Copiers with 3 Million plus: **2**
- 4) Replaced: **24 New**
- 5) Photocopiers: **3 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers: **1**
- 7) MFPs: **0 with 0 Color**
- 8) Printers: **21 with 2 Color**
- 9) Duplexers: **24**
- 10) Finishers: **3**
- Total number of Units: **24**

Overall Description of Equipment Fleet:

Presently, you have **five different manufacturers & twenty-nine different models** of low-end network printers. The **new arrangement** will shift to one manufacturer **with one vendor** servicing everything. This will greatly reduce cost and improve reliability.

Print Management: STARDoc for all devices. Additionally, 3 OCR Modules will be purchased to allow scanning of documents that are searchable. SPC will assist in implementing Papercut Mobility Print as well.

Capital:

Presently, you have **one** municipal lease that is already paid off. With the new arrangement, you will again have **one** municipal master lease at 3.34% interest. Your first of six annual lease payments will be due on **August 1st, 2020**.

Board Approval Date: May 6th, 2020

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.004764 for black and \$0.092070 for Color**. The new contract will come in at a CPC of **\$0.003533 for Black and \$0.038850 for Color**.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>KMBS Low Bid</u>
1. Service & Supplies Color Photo only:	\$799.35	\$337.30
2. Service & Supplies Black Photo only:	\$2,301.29	\$1,706.68
3. Annual Muni Lease:	\$6,657.65	\$7,194.23
4. Forced Upgrades (#10 Owned Printers):	<u>\$1,500.00</u>	<u>\$00.00</u>
Totals:	\$11,258.29	\$9,238.21

* Note that with the last upgrade only **14 New units were purchased while 24 New units** are part of the lease.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are included in these prices.

This page held for Marketing Appraisal

AGING EQUIPMENT SUMMARY

The following equipment is seven or more years from the date the model was first offered for sale by the manufacturer. This is a major factor due to availability of parts, cost of operation, and warranties expiring at 10 years from the Date of Introduction. Usage, age, and service history should be considered to see if they are due for replacement soon.

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Data intentionally blank					

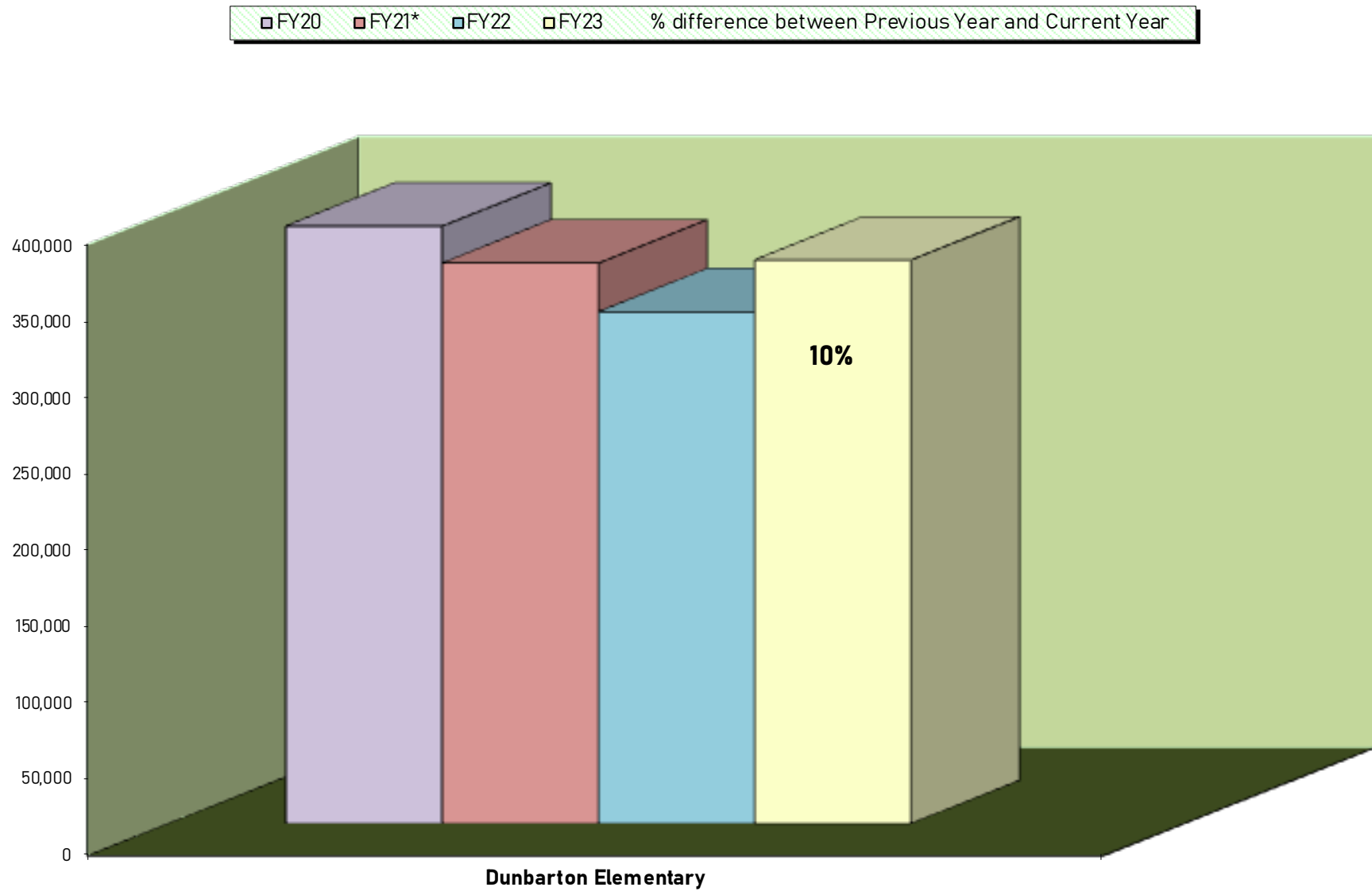
NON-CONTRACTED DEVICES

Make/Model	Serial Number	IP Address	Last Update
CANON TM-200	BAKG06041	192.168.168.226	2023-04-24 04:53:15

With your next upgrade, we highly recommend incorporating these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, when buying supplies on your own and having your in-house IT staff service them, a color laser device's color cost can average as much as \$0.25 per print, while our bids are coming in at less than \$0.05 per print.

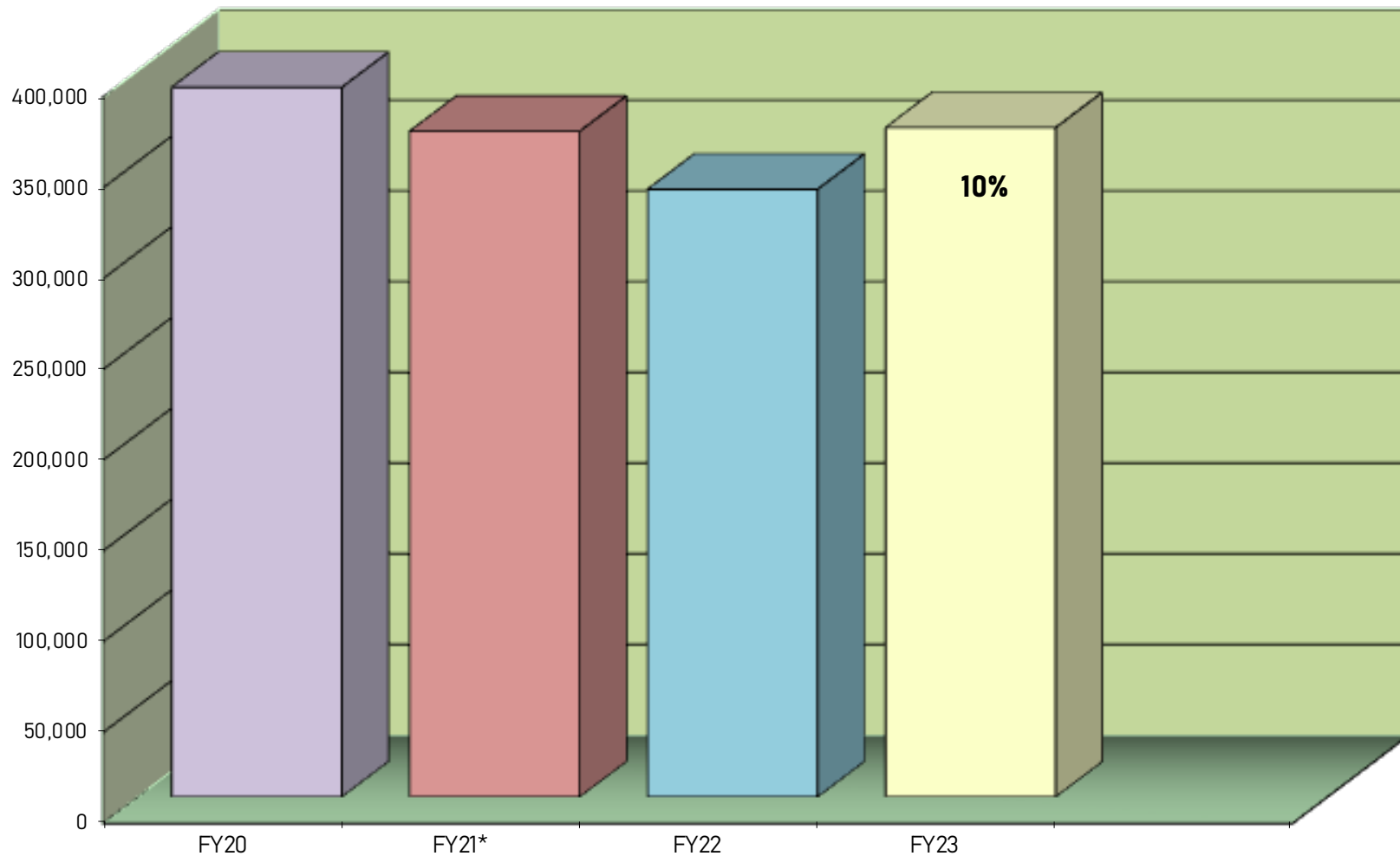
In addition, not including the usage on these machines can throw off your usage ratios shown on the next few pages, which can also affect your future budget planning.

ANNUAL VOLUME BY LOCATION - BLACK



*Full Year COVID-19

ANNUAL VOLUME OVERALL - BLACK



% amount equals the overall increase or decrease between Previous Year and Current Year

* Full Year COVID-19

AVERAGE STUDENT-TO-COPY USAGE - BLACK

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

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Dunbarton Elementary School	255	368,694	\$11,128.44	1,446	\$43.64
TOTALS	255	368,694	\$11,128.44	1,446	\$43.64

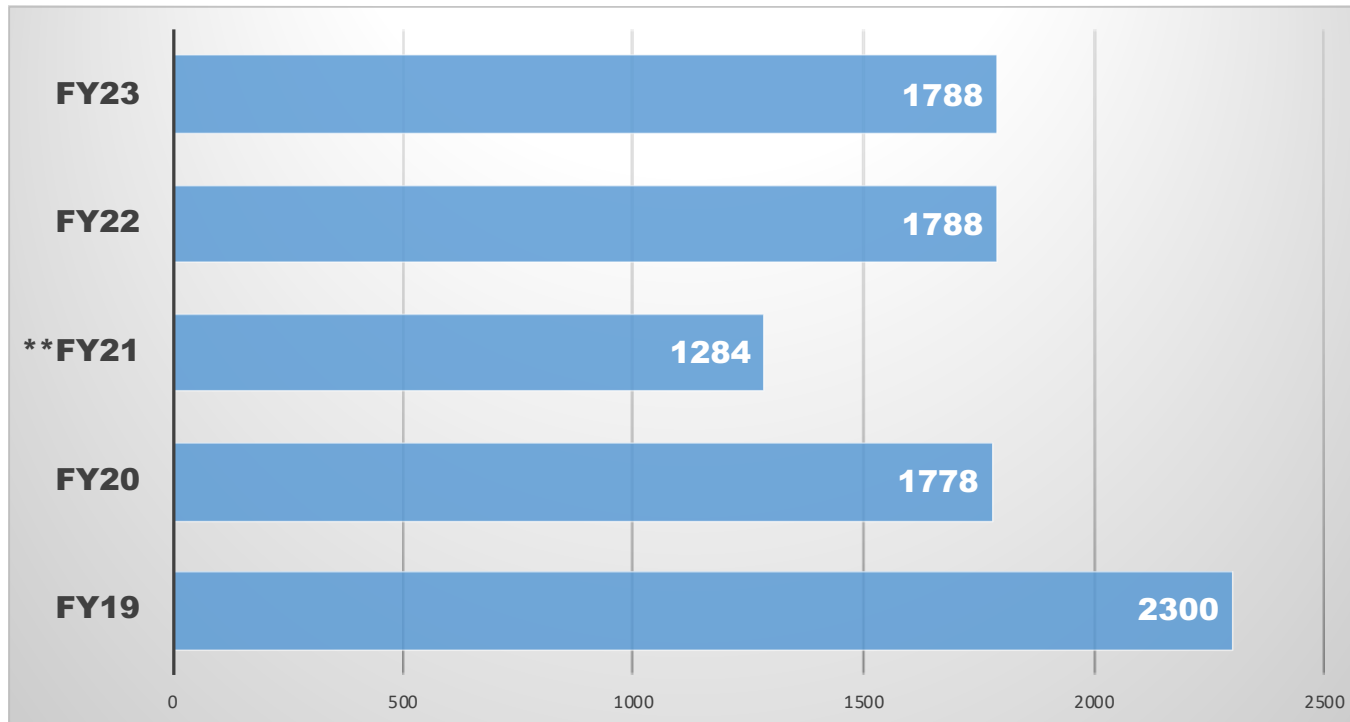
*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

This is an SPC Comparison contrasting your district with other 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.

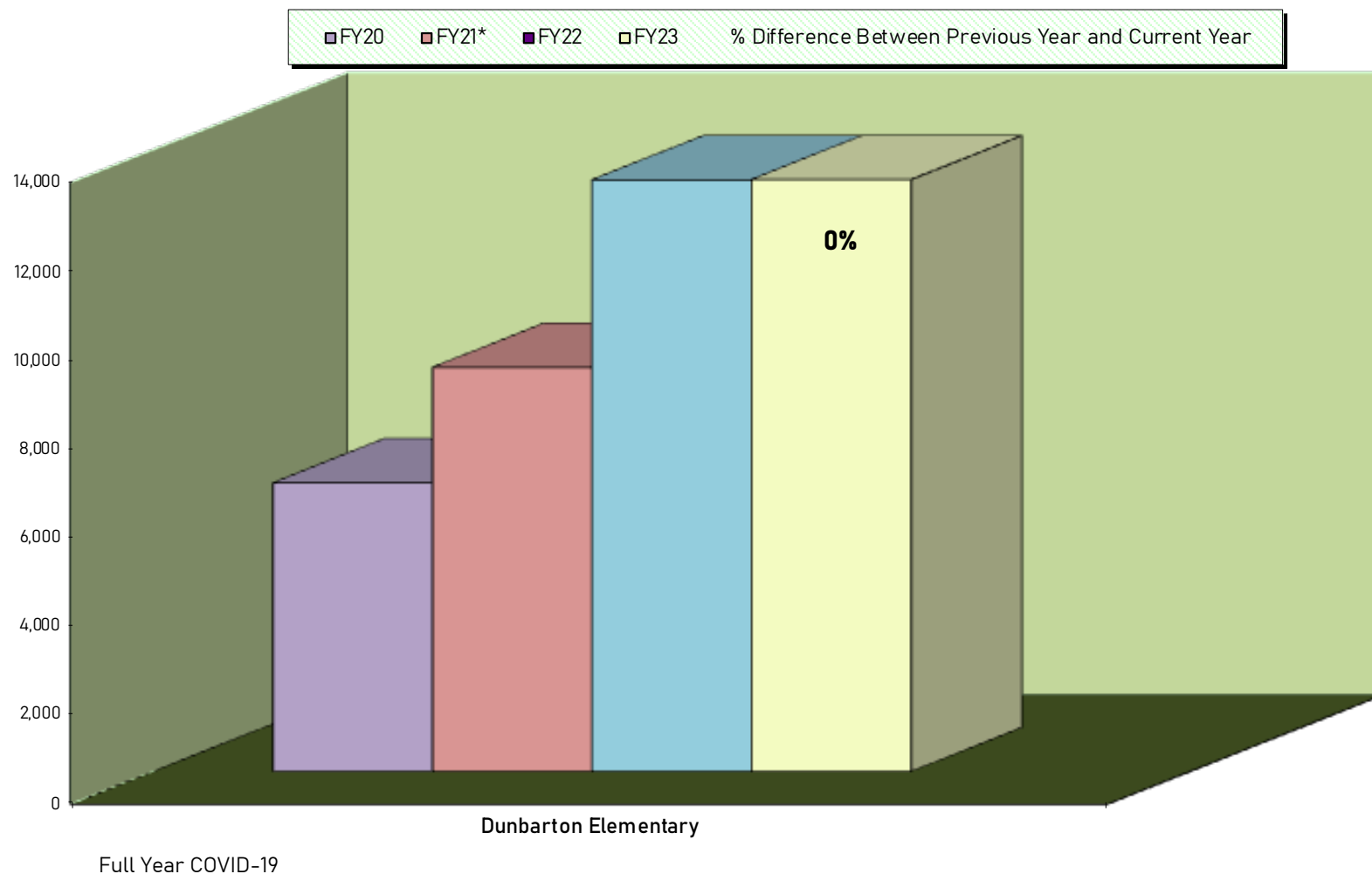
	Total Student Population	Total Annual Black Volume	Total District Black Cost*	Average Annual Black Copies Per Student	Average Annual Black Cost Per Student
54 Tri-State School Districts	83,078	149,723,855	\$2,872,721.04	1,788	\$46.25

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

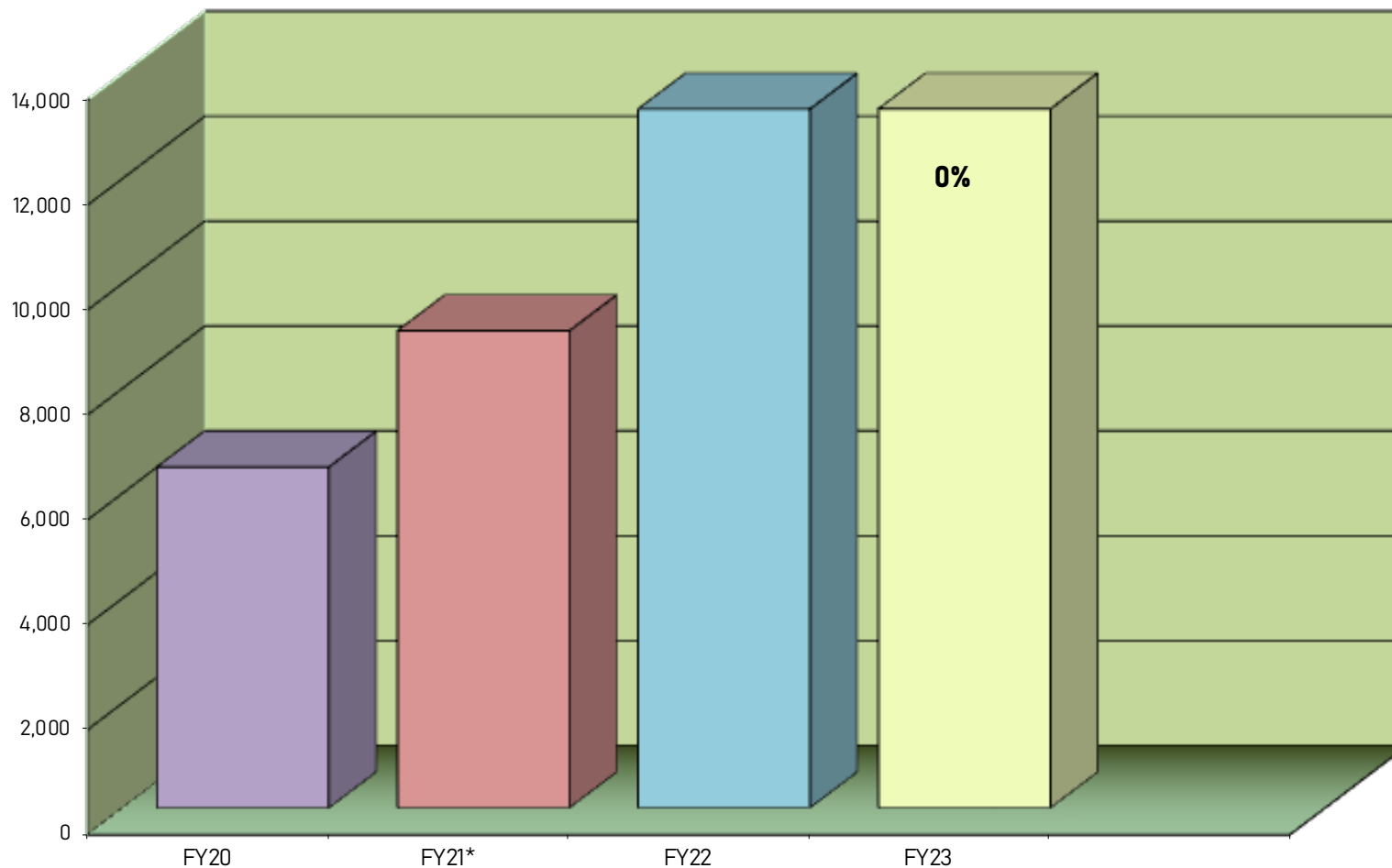


**Full Year COVID-19

ANNUAL VOLUME BY LOCATION - COLOR



ANNUAL VOLUME OVERALL - COLOR



% amount equals the overall increase or decrease between Previous Year and Current Year
*Full Year COVID-19

AVERAGE STUDENT-TO-COPY USAGE - COLOR

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

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Dunbarton Elementary School	255	13,324	\$638.80	52	\$2.51
Totals	255	13,324	\$638.80	52	\$2.51

*Total School Cost refers only to Service & Supplies, as Paper and Equipment are included in the previous table for black prints.

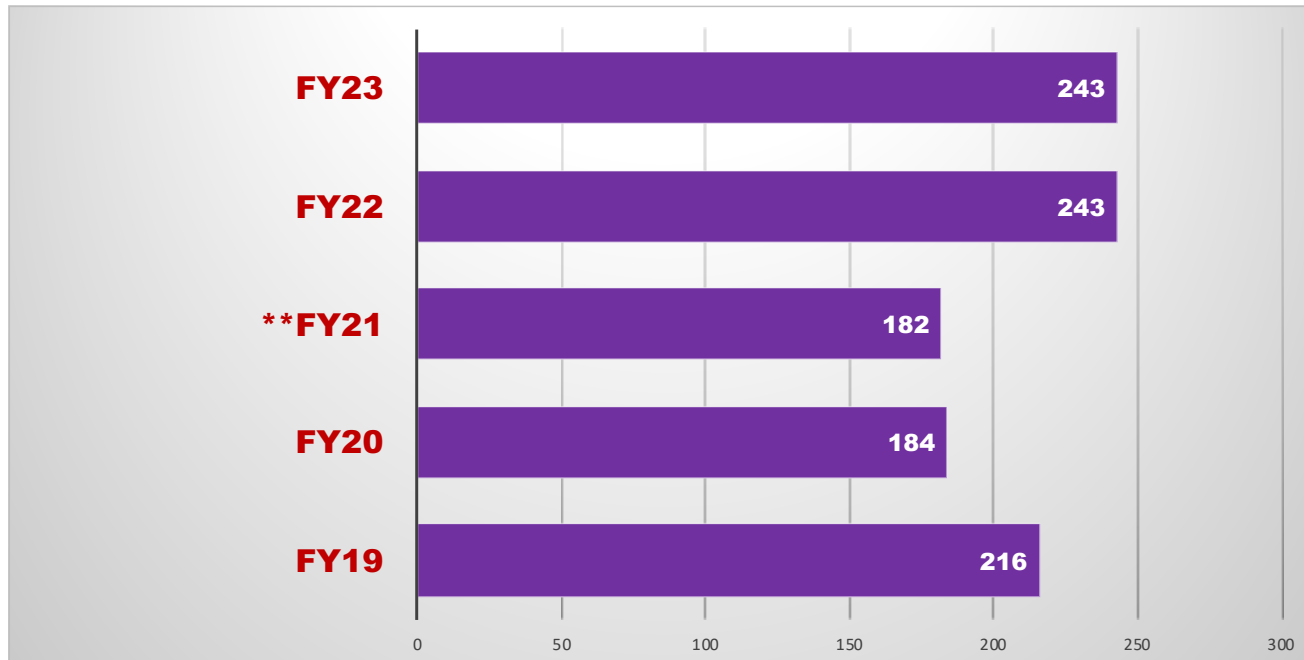
NOTE: STARDoc tool will flag any future high color usage. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 56 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Pages per Student, this will help you set up future budgets as student populations fluctuate within the district. It will also help should you plan to build an addition or a new school.

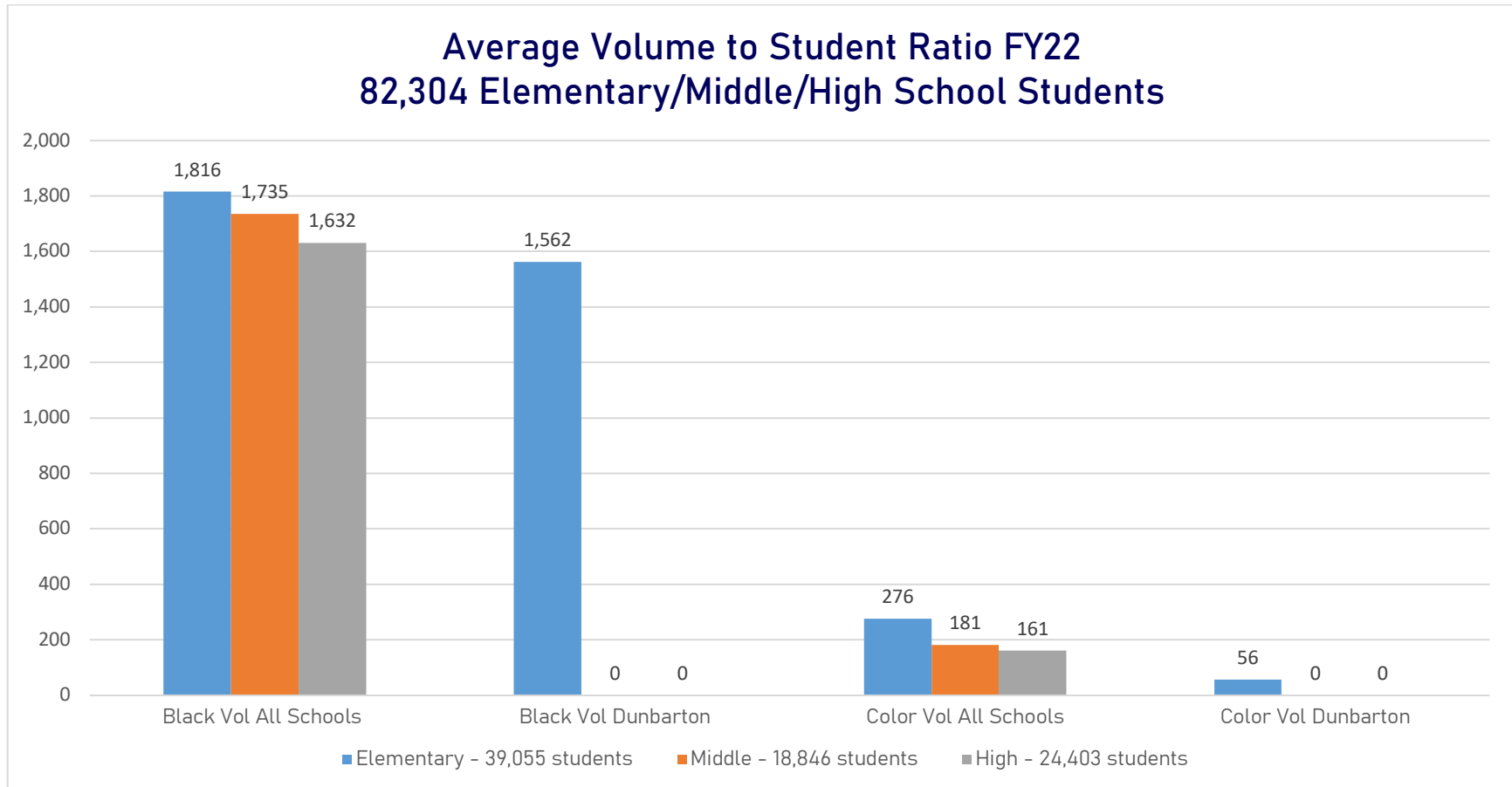
	Total Student Population	Total Annual Color Volume	Total District Color Cost*	Average Annual Color Copies Per Student	Average Annual Color Cost Per Student
54 Tri-State School Districts	83,078	20,378,027	\$885,595.52	243	\$11.10

* Total District Cost refers to the cost of Service and Supplies only. Paper and equipment lease costs are calculated into the Black comparison chart.



** Full Year COVID-19

VOLUME-TO-STUDENT RATIO BY BUILDING TYPE



EQUIPMENT USAGE & RECOMMENDATIONS

Date of Last Upgrade 7/1/2020

Make & Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	FY23 Cost/Copy Annual Cost	Recommendations
Dunbarton Elementary School					
Custodian					
Konica Minolta BH3602P / 35 PPM AAFK011001751 / 9497 1989 500,000 / 02/2018 Black Network Printer / KMBS	1,097 0	1,097 0	0 0	\$0.00660 \$0.00 \$0.00000 \$0.00	None at this time
Kitchen Office					
Konica Minolta BH3602P / 35 PPM AAFK011001753 / 9497 1976 500,000 / 02/2018 Black Network Printer / KMBS	1,268 0	1,268 0	0 0	\$0.00660 \$0.00 \$0.00000 \$0.00	None at this time
Principal					
Konica Minolta BH3602P / 35 PPM AAFK011001775 / 9497 2003 500,000 / 02/2018 Black Network Printer / KMBS	4,352 0	4,984 0	632 0	\$0.00660 \$4.17 \$0.00000 \$0.00	None at this time
Reading Room					
Konica Minolta BH3602P / 35 PPM AAFK011001518 / 9499 5648 500,000 / 02/2018 Black Network Printer / KMBS	1,048 0	1,048 0	0 0	\$0.00660 \$0.00 \$0.00000 \$0.00	None at this time

Make & Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	FY23 Cost/Copy Annual Cost	Recommendations
Room 100 Main Office					
Konica Minolta BH4000i / 42 PPM ACET011001880 / 9497 2002 1,000,000 / 06/2019 Black Network Printer / KMBS	20,606 0	32,114 0	11,508 0	\$0.00660 \$75.95 \$0.00000 \$0.00	None at this time
Room 101					
Konica Minolta BH4000i / 42 PPM ACET011000415 / 9497 1990 1,000,000 / 06/2019 Black Network Printer / KMBS	9,625 0	17,178 0	7,553 0	\$0.00660 \$49.85 \$0.00000 \$0.00	None at this time
Room 102					
Konica Minolta BHC450i / 45 PPM AA7R011003511 / 9514 3164 1,000,000 / 09/2020 Color Photocopier / KMBS	125,687 13,346	218,022 22,340	92,335 8,994	\$0.00344 \$317.63 \$0.04185 \$376.40	None at this time
Room 106					
Konica Minolta BHC3300i / 35 PPM AAJT011001596 / 9514 2196 750,000 / 04/2019 Color Network Printer / KMBS	5,666 3,037	7,275 4,791	1,609 1,754	\$0.00660 \$10.62 \$0.06060 \$106.29	None at this time
Room 301					
Konica Minolta BH3602P / 35 PPM AAFK011001771 / 9490 8748 500,000 / 08/2018 Black Network Printer / KMBS	4,947 0	7,097 0	2,150 0	\$0.00660 \$14.19 \$0.00000 \$0.00	None at this time

Make & Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	FY23 Cost/Copy Annual Cost	Recommendations
Room 302					
Konica Minolta BH3602P / 35 PPM AAFK011001777 / 9490 8747 500,000 / 08/2018 Black Network Printer / KMBS	6,533 0	11,972 0	5,439 0	\$0.00660 \$35.90 \$0.00000 \$0.00	None at this time
Room 303 Library					
Konica Minolta BH558 / 55 PPM AA6T011011344 / 9502 9934 3,000,000 / 02/2017 Black Photocopier / KMBS	160,654 0	223,502 0	62,848 0	\$0.00344 \$216.20 \$0.00000 \$0.00	None at this time
Room 304					
Konica Minolta BH3602P / 35 PPM AAFK011001785 / 9490 8746 500,000 / 08/2018 Black Network Printer / KMBS	3,992 0	6,517 0	2,525 0	\$0.00660 \$16.67 \$0.00000 \$0.00	None at this time
Room 306					
Konica Minolta BH3602P / 35 PPM AAFK011001772 / 9490 8745 500,000 / 08/2018 Black Network Printer / KMBS	4,922 0	7,775 0	2,853 0	\$0.00660 \$18.83 \$0.00000 \$0.00	None at this time
Room 308					
Konica Minolta BH3602P / 35 PPM AAFK011001786 / 9497 1981 500,000 / 08/2018 Black Network Printer / KMBS	4,379 0	8,139 0	3,760 0	\$0.00660 \$24.82 \$0.00000 \$0.00	None at this time

Make & Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	FY23 Cost/Copy Annual Cost	Recommendations
Room 309					
Konica Minolta BH3602P / 35 PPM AAFK011001779 / 9497 1988 500,000 / 08/2018 Black Network Printer / KMBS	1,442 0	2,108 0	666 0	\$0.00660 \$4.40 \$0.00000 \$0.00	None at this time
Room 310					
Konica Minolta BH3602P / 35 PPM AAFK011001760 / 9490 8757 500,000 / 08/2018 Black Network Printer / KMBS	5,475 0	9,259 0	3,784 0	\$0.00660 \$24.97 \$0.00000 \$0.00	None at this time
Room 401					
Konica Minolta BH658 / 65 PPM AA6R011007089 / 9514 2151 4,000,000 / 05/2017 Black Photocopier / KMBS	282,549 0	414,421 0	131,872 0	\$0.00344 \$453.64 \$0.00000 \$0.00	None at this time
Room 407					
Konica Minolta BH3602P / 35 PPM AAFK011001757 / 9497 1980 500,000 / 08/2018 Black Network Printer / KMBS	5,524 0	13,087 0	7,563 0	\$0.00660 \$49.92 \$0.00000 \$0.00	None at this time
Room 408					
Konica Minolta BH3602P / 35 PPM AAFK011001776 / 9497 1979 500,000 / 08/2018 Black Network Printer / KMBS	6,743 0	10,169 0	3,426 0	\$0.00660 \$22.61 \$0.00000 \$0.00	None at this time

Make & Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	FY23 Cost/Copy Annual Cost	Recommendations
Room 409					
Konica Minolta BH3602P / 35 PPM AAFK011001761 / 9497 1978 500,000 / 08/2018 Black Network Printer / KMBS	6,211 0	12,987 0	6,776 0	\$0.00660 \$44.72 \$0.00000 \$0.00	None at this time
Room 410					
Konica Minolta BHC3300i / 35 PPM AAJT011001774 / 9514 2197 750,000 / 04/2019 Color Network Printer / KMBS	4,990 6,031	8,171 8,607	3,181 2,576	\$0.00660 \$20.99 \$0.06060 \$0.00	None at this time
Room 411					
Konica Minolta BH3602P / 35 PPM AAFK011001780 / 9497 1977 500,000 / 08/2018 Black Network Printer / KMBS	13,558 0	16,972 0	3,414 0	\$0.00660 \$22.53 \$0.00000 \$0.00	None at this time
Room 413					
Konica Minolta BH3602P / 35 PPM AAFK011001756 / 9490 8755 500,000 / 08/2018 Black Network Printer / KMBS	5,888 0	8,790 0	2,902 0	\$0.00660 \$19.15 \$0.00000 \$0.00	None at this time
Room 414					
Konica Minolta BH3602P / 35 PPM AAFK011001781 / 9490 8751 500,000 / 08/2018 Black Network Printer / KMBS	5,579 0	6,828 0	1,249 0	\$0.00660 \$8.24 \$0.00000 \$0.00	None at this time

Make & Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	FY23 Cost/Copy Annual Cost	Recommendations
Room 417					
Konica Minolta BH3602P / 35 PPM AAFK011001754 / 9490 8754 500,000 / 08/2018 Black Network Printer / KMBS	4,902 0	9,590 0	4,688 0	\$0.00660 \$30.94 \$0.00000 \$0.00	None at this time
Room 418					
Konica Minolta BH3602P / 35 PPM AAFK011001763 / 9497 1967 500,000 / 08/2018 Black Network Printer / KMBS	4,872 0	10,833 0	5,961 0	\$0.00660 \$39.34 \$0.00000 \$0.00	None at this time
District-Wide Total Black			368,694	\$1,526.28	Your average Color CPC is \$0.04794.
District-Wide Total Color			13,324	\$638.80	

Estimated cost savings with your next bid: \$135.95
 Bids are averaging \$0.03774, with our compensation included.

SPC SERVICE & SUPPLY COST SAVINGS

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 06/01/2015 with your current cost per copy through SPC. Annual Volume represents actual FY23 black print usage. The second table includes your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
368,694	\$0.01043	\$3,845.48

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5-Year Savings
368,694	\$0.00414	\$1,526.39	\$2,319.09	\$11,595.45

*This CPC is an average of your copiers and printers together. Your copier CPC is substantially lower than this average.

Today, the Cooperative Buying of SPC has netted annual cost savings, on average, of
 $\$2,319.09 \times 8 \text{ years as a Client} = \$18,552.72$ Cost Savings!

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 payments are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Dunbarton Elementary School	368,694	\$1,602.59	\$2,331.62	\$7,194.23	\$11,128.44
TOTALS	368,694	\$1,602.59	\$2,331.62	\$7,194.23	\$11,128.44

SPC EQUIPMENT BIDS:

You can experience significant cost savings on equipment and service & supplies if you did an upgrade. See next page for details.

Current bids are coming in between **12% to 22%** of Retail compared with the current Salesman's cost of 50% of Retail.

For Example: A 55-page-per-minute Konica Minolta BizHub C551 with RADF, Duplexing, Finisher, 3-Hole Punch, CIF-Print-Color Scan-Hard Drive for Secure Print and fax board with a **Retail Cost of \$37,199** can be purchased for **\$4,341** ... that's **12% of Retail!** Our prices are negotiated with and supported directly by the manufacturer.

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents actual *and* projected Service & Supply expenses for black usage broken down by equipment type and vendor. Under SPC's Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Although inflation has increased by 9.5% over last year, SPC has capped that increase for FY23 to only 5%, which clearly benefits the client as we continue to work in your best interest.

Vendor	Equipment Type	FY23 Black Volume	FY23 Black Cost/Copy	FY23 Black S&S Costs	FY23 Black Cost/Copy	FY23 Projected Black S&S Costs
Konica Minolta Business Services	Black Network Printer	76,849	\$0.00660	\$507.20	\$0.00693	\$532.56
Konica Minolta Business Services	Black Photocopier	194,720	\$0.00344	\$669.84	\$0.00361	\$702.91
Konica Minolta Business Services	Color Network Printer	4,790	\$0.00660	\$31.61	\$0.00693	\$33.19
Konica Minolta Business Services	Color Photocopier	92,335	\$0.00344	\$317.63	\$0.00361	\$333.33
TOTALS AND AVERAGES		368,694	\$0.00414	\$1,526.28	\$0.00435	\$1,601.99

PROJECTED EQUIPMENT COSTS BY BUILDING – COLOR

This table represents *projected* expenses for color prints or copies by building based on recent activity. Current paper case costs and averaged annual lease payments are not figured into this table, as they are covered in the black prints report.

Building	Projected Color Volume	Total Projected Color Usage Cost
Dunbarton Elementary School	13,324	\$670.20
TOTALS	141,666	\$670.20

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents actual and projected Service & Supply expenses for color usage broken down by equipment type and vendor. Under SPC's Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Although inflation has increased by 9.5% over last year, SPC has capped that increase for FY23 to only 5%, which clearly benefits the client as we continue to work in your best interest.

Vendor	Equipment Type	FY23 Color Volume	FY23 Color Cost/Copy	FY23 Color S&S Costs	FY22 Color Cost/Copy	FY22 Projected Color S&S Costs
Konica Minolta Business Solutions	Color Network Printer	4,330	\$0.06060	\$262.40	\$0.63630	\$275.52
Konica Minolta Business Solutions	Color Photocopier	8,994	\$0.04185	\$376.40	\$0.04394	\$395.20
TOTALS AND AVERAGES		13,324	\$0.04794	\$638.80	\$0.05030	\$670.20

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	26
Number of Machines on Lease	26
Number of Machines Owned	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment (usually due 8/1)	\$7,194.23
Lease Start Date	07/01/2020
Lease End Date *	08/01/2025
Remaining Payments	2

*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

BUILDING	ROOM	MAKE/MODEL	SERIAL NUMBER
Dunbarton Elementary School	Custodian	Konica Minolta BH3602P	AAFK011001751
Dunbarton Elementary School	Kitchen Office	Konica Minolta BH3602P	AAFK011001753
Dunbarton Elementary School	Principal	Konica Minolta BH3602P	AAFK011001775
Dunbarton Elementary School	Reading Room	Konica Minolta BH3602P	AAFK011001518
Dunbarton Elementary School	Room 100 Main Office	Konica Minolta BH4000i	ACET011001880
Dunbarton Elementary School	Room 101	Konica Minolta BH4000i	ACET011000415
Dunbarton Elementary School	Room 102	Konica Minolta BHC450i	AA7R011003511
Dunbarton Elementary School	Room 106	Konica Minolta BHC3300i	AAJT011001596
Dunbarton Elementary School	Room 301	Konica Minolta BH3602P	AAFK011001771
Dunbarton Elementary School	Room 302	Konica Minolta BH3602P	AAFK011001777
Dunbarton Elementary School	Room 303 Library	Konica Minolta BH558	AA6T011011344
Dunbarton Elementary School	Room 304	Konica Minolta BH3602P	AAFK011001785
Dunbarton Elementary School	Room 306	Konica Minolta BH3602P	AAFK011001772
Dunbarton Elementary School	Room 308	Konica Minolta BH3602P	AAFK011001786
Dunbarton Elementary School	Room 309	Konica Minolta BH3602P	AAFK011001779
Dunbarton Elementary School	Room 310	Konica Minolta BH3602P	AAFK011001760
Dunbarton Elementary School	Room 401	Konica Minolta BH658	AA6R011007089
Dunbarton Elementary School	Room 407	Konica Minolta BH3602P	AAFK011001757
Dunbarton Elementary School	Room 408	Konica Minolta BH3602P	AAFK011001776
Dunbarton Elementary School	Room 409	Konica Minolta BH3602P	AAFK011001761
Dunbarton Elementary School	Room 410	Konica Minolta BHC3300i	AAJT011001774
Dunbarton Elementary School	Room 411	Konica Minolta BH3602P	AAFK011001780
Dunbarton Elementary School	Room 413	Konica Minolta BH3602P	AAFK011001756
Dunbarton Elementary School	Room 414	Konica Minolta BH3602P	AAFK011001781
Dunbarton Elementary School	Room 417	Konica Minolta BH3602P	AAFK011001754
Dunbarton Elementary School	Room 418	Konica Minolta BH3602P	AAFK011001763

STARDoc USER NAMES

NAME	USER NAME
Duane Ford	dford
Owen Harrington	oharrington@dunbarton.k12.nh.us
Sarah Murray	smurray@dunbarton.k12.nh.us
Chris Stebbins	cstebbins@desnet.org

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around \$389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the copier industry and we can no longer access the funds owed to the client?

Other Concerns:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

Purpose:

Since 1989, SPC's goal is to shelter our clients from industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade

Who Benefit?

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

Other Concerns:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Equipment is damaged by user and not covered under the Warranty

Purpose:

To replace or add a machine when needed.

Who Benefit?

All SPC clients...by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client.