



Five-Year Basis beginning with the 2021/2022 Fiscal Year
 Present vs. Proposed Recommendations as of 7/1/2021

PRESENT SITUATION	PROPOSED RECOMMENDATION
1) Guarantees on Photocopiers: <1 Year	1) Guarantees for All Machines: 5+ Years
2) Annual Price Ceilings Left: <1 Year	2) 5% or CPI Annual Ceilings, whichever is less: 5+ Years
3) Copiers with 3M+ Copies: 9	3) Copiers with 3M+ Copies: 8
4) Units to be Traded: 13 (Lease Returns)	4) Units to be Replaced: 13 New
5) Photocopiers: 13	5) Photocopiers: 13
6) Color Photocopiers: 5	6) Color Photocopiers: 5
7) Multi-Function Printers (MFPs): 0	7) Multi-Function Printers (MFPs): 0
8) Printers: 9	8) Printers: 3
9) Duplexers: 22	9) Duplexers: 16
10) Finishers: 13	10) Finishers: 13
Total number of Units: 22	Total number of Units: 16 (6 closeout due to consolidation)

Overall Description of Equipment Fleet

Presently, you have one manufacturer with six distinct models. The new arrangement will move to one vendor servicing everything with as few distinct models as possible.



Capital

Presently, you have one Fair Market Value (commercial) lease that will be paid off on June 30, 2021. With our recommendation, you will have one municipal master lease (\$1.00 buyout) with an interest rate of 3.29%. Your first of five annual lease payments will be due on August 1, 2021.

Service & Supplies

With all consumable cost centers combined—including service—you are averaging \$0.005651 for black and \$0.048840 for color. The new contract will come in at a CPC of \$0.00305 for black and \$0.0333 for color. These figures are an average of both printers and copiers.

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 bid combination for your school district:

Cost Center	Present*	Symquest
1. Service & Supplies Color*:	\$17,198.13	\$8,725.26
2. Service & Supplies Black*:	\$8,956.91	\$5,739.86
3. Annual Muni Lease (including SPC Comp):	\$44,222.00	\$18,230.40
4. Forced Upgrades (11 Owned Devices):	\$00.00	\$00.00
Totals:	\$70,377.04	\$32,695.52

Annual Cost Savings: \$37,681.52 – Five Year Cost Savings: \$188,407.60

The successful bidders will have a blanket servicing contract that includes all consumables—excluding 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 and January with a reconciliation invoice in June. Your service contract will be fixed through June 30, 2022. 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. This scenario even allows you to upgrade, lowering the service costs, by allowing you 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.