

Please find enclosed a snap shot of your school's printer environment. The printer breakdown and data encompasses only the printers we can see on your network. You may have additional printers that are locally connected (e.g. USB attached), but those are not included in this breakdown.

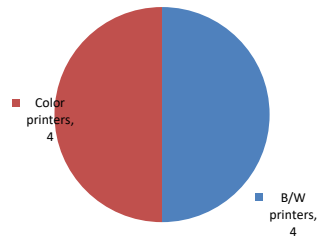
**Chart 1 – School Printer Breakdown**

This provides your school's enrollment, along with the number of printers, including the distribution between B/W and color printers.

**Brooklyn College Academy**

|                |     |
|----------------|-----|
| Enrollment     | 656 |
| B/W printers   | 4   |
| Color printers | 4   |
| Total printers | 8   |

**Color/Mono Device Breakdown**



From the list provided on page 3 are all of your printers represented? If not, how many are missing Providing Lexmark the asset data that is missing will allow us to give you a more accurate picture of your printer environment.

Do you know how many printers you have in your main office, compared to the number of people who sit in the main office? Reducing the number of devices and using the most efficient models in the right locations can help your school save money.

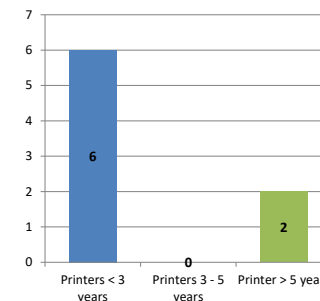
**Chart 2 – Printer Age Statistics**

Here we show the average age of your printers and show the distribution among 3 age categories; under 3 years old, 3-5 years old and over 5 years old.

**Printer Age Statistics**

|                      |   |
|----------------------|---|
| Average Age (years)  | 4 |
| Printers < 3 years   | 6 |
| Printers 3 - 5 years | 0 |
| Printer > 5 years    | 2 |

**Printer Age Statistics**



The age of your printer fleet plays a large role in your annual printer maintenance and toner cost. The DOE only supports printers 6 years and younger.

Once the warranty expires and the age of your device exceeds 6 years, maintenance and repairs become very costly.

New printers have higher toner yields than older printers, resulting in lower cost per page which saves money.

Newer printers are Energy Star compliant and have advanced eco settings which help reduce energy usage and saves money.

**Glossary**

B/W - Black and White Printing Only

Color - Color or Black and White Printing

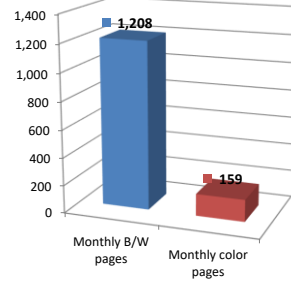
Duplex - Printing on both sides of the paper.

Simplex - Single Sided Printing

### Chart 3 – Volume of Pages Printed

This provides your printed page volumes for the previous month for both B/W and color print jobs. In addition, a utilization percentage is calculated by comparing your print volume for each printer to the maximum monthly volume capacity for that printer model.

Color/Mono Pages Printed



#### Volume of pages printed

|                     |       |
|---------------------|-------|
| Monthly B/W pages   | 1,208 |
| Monthly color pages | 159   |
| Total monthly pages | 1,367 |
| Color page %        | 12%   |
| Utilization %       | 1%    |

Do you know if all of your printers are being used and how much?

Knowing where volumes are created helps identify areas for consolidation and helps you select the most efficient printers for replacement.

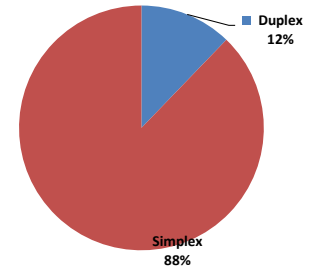
Are you printing a large amount of color volume?

Controlling color volume, which typically costs more than black and white, can help your school save money.

### Chart 4 – Duplex Breakdown

This section shows the percentage of duplexed (double-sided) pages printed along with your duplex opportunity. Duplex opportunity is the total number of pages that could be printed duplex and does not include single page documents. Keep in mind, only the newer printers report duplex statistics. The duplex opportunity shows the prior month's print volume, from the printers with duplex statistics, that could have been duplexed.

Duplex Vs. Simplex



#### Duplex breakdown

|                    |     |
|--------------------|-----|
| Duplex opportunity | 361 |
| Duplex             | 12% |

Did you know that your printers are able to print on both back and front of the page?

Increasing your school's use of double sided printing helps reduce your environmental impact and will help your school save money.

The average duplex rate for the NYC DOE is 14%

A modest improvement in duplex of 10% would reduce the carbon footprint by over 435,000 pounds of CO<sub>2</sub> per year, and save the DOE over \$78,000 in paper costs annually.

Lexmark printers 6 years and younger all have duplex capability. The following duplex initiatives can reduce paper consumption and save money:

Setting duplex as your default setting on your printer

Educating end users about the benefit of duplex printing.

For more information on how the DOE is focused on Sustainability check:

<http://schools.nyc.gov/community/facilities/sustainability/about/>

## Actions you can take to Save your School Money

- Use highest yield toner whenever possible to lower the cost per page.
- Consider replacing printers over 6 years old to optimize eco-friendly printer environment.
- Duplex multiple page documents when possible to reduce paper usage.

#### Printer details

| Model   | Serial Number | Age in Years | Utilization | ATS Printer | Avg Mono Pages | Avg Color Pages | Avg Monthly Volume |
|---------|---------------|--------------|-------------|-------------|----------------|-----------------|--------------------|
| CX510DE | 752726946MW41 | 2            | 0%          |             |                | 5               | 5                  |



| Title            | Name        | E-Mail   | Phone        |
|------------------|-------------|--|--------------|
| Client Executive | Mindy Maher | <a href="mailto:mmaher@lexmark.com">mmaher@lexmark.com</a> | 212-880-2837 |
| Site Operations  | Mark Ennis  | <a href="mailto:mennis@lexmark.com">mennis@lexmark.com</a> | 908-210-3030 |
| Systems Engineer | TBD         | TBD  | TBD          |

| Title            | Name          | E-Mail   | Phone          |
|------------------|---------------|--|----------------|
| Sales Manager    | John Skidmore | <a href="mailto:john.skidmore@cdwg.com">john.skidmore@cdwg.com</a> | (866) 687-3187 |
| Sales Operations | Jon Gray      | <a href="mailto:jongray@cdw.com">jongray@cdw.com</a>               | (203) 851-7133 |
|                  |               | <a href="mailto:NYCDOE@cdwg.com">NYCDOE@cdwg.com</a>               |                |