ABC-CLIO PROPOSAL FOR MOBIUS

- ABC-CLIO guarantees the current price offered to MOBIUS for Year 1 and renewal in Year 2. Renewal price in Year 3 would be capped at a 5% increase.
- Provides savings to current subscribers based on current subscription price and no increase for inflation for FY 02
- Increased access for current subscribers—unlimited users for MOBIUS
- Non-subscribers would have access to the two ABC-CLIO databases at a significant cost savings over the list price. This would include unlimited number of simultaneous users
- Pricing model provides greatest savings to non-subscribers, especially the small and very small libraries.
- Linking to full text from both databases will be available in the fall. Access requires library agreements with the publishers.
- ABC-CLIO will provide credit or refunds to current subscribers.
- Shows cooperation on projects without matching funds from the state.
- ABC-CLIO history databases ranked in top ten resources of "What should MOBIUS purchase?" in April, 2001 survey of MOBIUS libraries. (86% of MOBIUS libraries responded.)

5/30/01

Pricing Model Revised
For 2001-2002
ABC-CLIO History Databases
5/23/01

First:	FTE
Small	0-2000
Medium	2001-5999
Large	>6000

Second:	Library Expenditures (serial & book, both print and electronic)
Small	$0 – 99,999
Medium	$100,000 – 699,999
Large	>$700,000

First sort is by FTE. If the library expenditures would make the member fall into a different category then a multiplier is used.

For example, if a library falls into the small FTE category and the small Library Expenditure Model then the multiplier is 1.

If a library falls into the small FTE category but the library expenditures warrant a medium category for expenditures then a multiplier is used as follows:

Small FTE library but medium library expenditure Multiplier:

Up to $100,000	1	$160,000	1.6
$110,000	1.1	$170,000	1.7
$120,000	1.2	$180,000	1.8
$130,000	1.3	$190,000	1.9
$140,000	1.4	$200,000s	2
$150,000	1.5	$300,000s	3

EXCEPTION Rule: For the ABC-CLIO database, no member will pay more than 1.2% of their library materials expenditures.

Pricing Model
for Non-Subscribers
5/23/01

4 Year Institutions	FTE	Lib Exp	Price for ABC-CLIO	MULTIPLIER	Final Price	Lib Exp	Exception Multiplier 0.012
Small							
Kenrick Glennon	69		$300	1	300		
Midwestern Baptist Theological Seminary	360		300	1	300		
Kirksville College of Osteopathic Medicine	464		300	1	300		
Covenant Theological	477		300	1	300		
Kansas City Art Institute	552		300	1	300		
Stephens College	610	109089	300	1.1	330		
Westminster College	693	95169	300	1	300		
Hannibal-LaGrange College	838	73631	300	1	300		
Logan Chiropractic	840	85724	300	1	300		
Culver-Stockton	861	125674	300	1.3	390		
St. Louis College of Pharmacy	920		300	1	300		
Avila College	953	127132	300	1.3	390		
Harris-Stowe	1,072	36795	300	1	300		
William Woods University	1,097	99949	300	1	300		
Central Methodist College	1122	61498	300	1	300		
William Jewel College	1259	300586	300	3	900		
Missouri Valley College	1432	93359	300	1	300		
Missouri Baptist	1544	101710	300	1.1	330		
Fontbonne	1,586	92429	300	1	300		
Rockhurst University	1,968	260000	300	2	600		
Medium							
Maryville University	2,022	240153	2200	1	2200		
Lincoln University	2,375	165853	2200	EXCEPTION	1990	165853	1990.236
Southwest Baptist University	2680	114817	2200	EXCEPTION	1378	114817	1377.804
Drury University	3048	172258	2200	EXCEPTION	2067	172258	2067.096
MO Western State College	4081	348164	2200	1	2200		
Missouri Southern State College	4306	333062	2200	1	2200		
Lindenwood	4606	94864	2200	EXCEPTION	1138	94864	1138.368
Columbia College	5,171	145263	2200	EXCEPTION	1743	145263	1743.156
Northwest Missouri St. University	5184	487173	2200	1	2200		
Large							
Central Missouri State University	8303	822226	7000	1	7000		
Southwest Missouri State University	14,678	1717548	7000	1	7744		
2 Year Institutions							
Small							
Cottey College	295	64913	300	1	300		
North Central MO College	823	15478	300	EXCEPTION	186	15478	185.736
Linn State Technical College	862	92429	300	1	300		
Crowder College	1153	40285	300	1	300		
Moberly Area Community College	1621	43177	300	1	300		
Three Rivers Community College	1,657	51241	300	1	300		
Mineral Area College	1,671	62144	300	1	300		
State Fair Community College	1708	37096	300	1	300		
East Central	1,846	37415	300	1	300		
Medium							
Jefferson	2,609	84495	1200	EXCEPTION	1014	84495	1013.94
St. Charles Community College	3,146	121977	1200	1	1200		
Ozarks Technical Community College	3422	111657	1200	1	1200		
Large							
Metropolitan Community Colleges	9572	329468	3750		3750		
St. Louis Community College	14,532	743173	3750	1	3750		
Total for those not currently subscribing			$53,600		52500		
Total for current subscribers					85500		
Grand total					138000		
Vendor Price					138000		

Pricing Model
Current Subscribers
ABC-CLIO
5/23/01

Current Subscribers	Current Price	MOBIUS Price
Truman State	$ 11,000.00	9,500.00
UMSL	$ 9,817.50	9,500.00
Washington Univ	$ 9,817.50	9,500.00
Southeast Missouri State	$ 11,020.00	9,500.00
Eden-Webster	$ 11,000.00	9,500.00
UMC	$ 9,817.50	9,500.00
UMKC	$ 9,817.50	9,500.00
UMR	$ 9,817.50	9,500.00
SLU	$ 9,817.50	9,500.00
		85,500.00

This pricing model allows current subscribers to realize a savings and gives them unlimited access. The savings is based on the current subscription price and we estimate a possible 7% increase in the price of renewal subscriptions.

In addition, the model allows non-subscribers to have unlimited access to two ABC-CLIO databases at a very significant cost savings. The list price for both databases is $11,000 for six simultaneous users.