

DALNET BOARD
Special Meeting--November 18, 1996
Ward Conference Center, University of Detroit Mercy
Outer Drive Campus

Agenda

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|--------------|---|---|
| 9:00 | Coffee/continental breakfast | |
| 9:30 | Review of Meeting Purpose
and Decision Making Process | M. Auer |
| 10:30 | Results of Client/Server Library
System Evaluation and discussion
by the Board | L. Bugg
(and Team members) |
| 12:00 | LUNCH | |
| 1:00 | Ameritech Partnership Proposal
Presentation
Note: Proposal will be Fed Exed to
Board members to arrive
Nov. 11th | T. Burns,
Ameritech
L. Bugg
DALNET |
| 2:30 | BREAK | |
| 3:00 | DALNET Partnership Team Report
and discussion by the Board
Attachment: Revised Criteria for
Ameritech Partnership Decision | L. Bugg
(and Team members) |
| 3:45 | Plan of Action | M. Auer |
| 4:30 | Adjournment | |

LB/cmz

Attachments: (1) Criteria
(2) Map

DALNET

Criteria for Ameritech Partnership Decision

The DALNET Partnership Team has identified these criteria for consideration of the Board in making the decision on the Ameritech Partnership Proposal. These criteria are meant to identify the benefits to DALNET that would make a partnership more advantageous than an RFP/purchase arrangement.

1. Are there critical system features required by DALNET that can be provided as well as or better through a partnership than by a purchase?
2. Does the timeframe for delivery through a partnership meet DALNET's needs as well as or better than through a purchase?
3. What other major benefits besides the shared system are there to DALNET from the partnership, for example, telecommunications infrastructure and migration support? What contributions do other Ameritech divisions or existing partnerships bring to the DALNET partnership?
4. How do the estimated costs compare to those of purchasing a new system?
5. What intangible benefits are there to the partnership, for example, development of in-house staff expertise, recognition of DALNET libraries leadership role, fund raising opportunities?
6. What evidence is there of Ameritech's ability to deliver as promised and to meet the proposed timetable?
7. What is Ameritech's track record as a vendor and service provider to DALNET? On a scale of 1 to 7 (Excellent to Poor), where would we rate them?
8. What would be the consequences of not going with the partnership?

L. Bugg/cmz
11-4-96