

New Member

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From: Michael C Piper <aj0386@WAYNE.EDU> Sender: DALNET New Member Services Discussion List <DALNETNM@LISTS.WAYNE.EDU> Subject: Re: DALNET New Member Policy Group: Meeting 3. Summary Date: Wed, 26 Jun 2002 17:53:49 -0400 To: DALNETNM@LISTS.WAYNE.EDU	
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Dear New Member Policy Group:

Thanks for your time this morning. Here is my understanding of our discussion and agreements:

1) Pricing formula for new members. Is it advisable to increase the one-time fee for new members? Is it advisable to assess adjusting tiers for new sites, while holding current members harmless?

DALNET's pricing formula for new members is based on the number of records, which is derived by multiplying each member's volume holdings by three. This records figure is an attempt to reflect the resource requirements associated with each library.

But the current approach has limitations. For example, the relationship between "volumes" and "records" is ambiguous. In addition, there are inconsistencies in the fees charged to current members, due to special contractual arrangements negotiated when these sites joined DALNET.

Our challenge is to propose an equitable approach that can be readily applied to new sites, using figures that are easily available, and that derives sufficient revenues to support current and future services. DALNET also needs to decide if new member recruitment will remain a negotiated process, or if member fees will be based on a rational, consistently applied formula.

Bob suggests shifting from a records-based formula to one based on volumes. He also proposes reducing Tier 1 from 0-50,000 records to 0-25,000 volumes, and adjusting tiers in increments of 15K rather than the current 25,000 figure.

Margaret advises that we adjust the fee for Tier 1 up to \$13,000 -- the amount currently charged for Tier 2. The rationale for this is that the current \$7,800 minimum charge for Tier 1 is too low, and does not cover the true costs of DALNET membership.

Bob agreed to send us an Excel spreadsheet depicting these scenarios. We'll review these formulas at our 3 July meeting, with the understanding that our proposed formula will be used only for new members, and is not meant to be used retrospectively for existing members.

2) Developing best practices for accommodating new members. Based on this morning's discussion, staff will distribute a draft document for review at our 3 July meeting.

3) Preliminary agenda for our next conference call on 3 July 2002.

* Review pricing formulas Bob is developing. Background info will follow.

* Review best practices document staff is preparing. Background info will follow.

* Do a check-in next week and plan our upcoming meetings.

Michael C. Piper, Director
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