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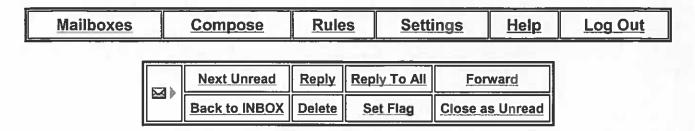| ✉ ▶	**Next Unread**	**Reply**	**Reply To All**	**Forward**
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From: "Michael C Piper" <aj0386@wayne.edu>
Subject: FW: DALNET New Member Policy Group: Meeting 2. Follow-up. Meeting summary
Date: Wed, 26 Jun 2002 12:08:35 -0400
To: "Margaret E. Auer" <auerme@udmercy.edu>

-----Original Message-----
From: Michael C Piper [mailto:aj0386@wayne.edu]
Sent: Tuesday, June 25, 2002 6:32 PM
To: DALNETNM@LISTS.WAYNE.EDU
Cc: Steven K. Bowers
Subject: RE: DALNET New Member Policy Group: Meeting 2. Follow-up.
Meeting summary

Dear New Member Policy Group:

Thank you for a productive call on Monday, 10 June. Here is my understanding
of our discussion and agreements:

1) Pricing formula for current members. We agreed that the volume-based
formula for current members is probably about as good as we can expect. It
is easy to apply and to understand, for example, and it gives members what
they want -- price stability. Furthermore, revising rates for current
members would arouse anxiety for those facing increased rates, and could
create more problems than it would solve.

We concluded that tinkering with the formula for current members is outside
our purview. If the Board decides to review the current member formula, the
Executive Committee will be the logical group to perform such a review. Our
focus will be on recommending best practices for new members, perhaps
including a different pricing formula for new sites.

2) Pricing formula for new members. Does the current formula adequately
reflect the costs of adding new members? We're still sorting this out. Since
so much of the costs associated with new members are at the front end, in
the early stages of accommodating new sites, DALNET currently assesses a
one-time fee for new members. This fee reflects hardware, software and
implementation costs, and is 1.5 times the annual operating costs for the
prospective site.

We want to consider the advisability of increasing this one-time fee for new
members. We also want to assess adjusting tiers for new sites, and holding
current members harmless. Bob will review current member collection stats
and advise us on the implications of that approach.

3) Developing best practices for accommodating new members. In fairness to
continuing members, we want to avoid cutting too many deals with new sites.
For our standard prospective member proposal, we should be consistent, with
the understanding that the Executive Committee needs to have the flexibility

to negotiate other arrangements on basis of special considerations, as appropriate.

Part of our approach needs to be an impact statement in terms of each prospect's financial, staffing, equipment and resource implications. We also agreed to outline expectations for new members, and to develop a checklist to educate new members, and to compile information needed for the Board to make a decision on a candidate's prospective membership. Dee has developed a beginning draft list, which is attached. We'll discuss it tomorrow.

4) Next conference call: 10 AM until noon on Wednesday, 26 June 2002.

File: New Member Checklist.doc (30Kbytes)

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