

AMICO Distributors Status Report

I. Current Distributors:

Research Libraries Group

In our negotiations over pricing in the winter of 1999, RLG projected the following year 1 (1999-2000) income for itself and AMICO:

Enrollment undergrads	Price K	INCOME		Projected subscriptions		
		RLG	AMICO	Yr 1 #	INCOME RLG AMICO	
< 2000	\$2.0	1.5	0.5	1	\$1.5	\$0.5
2-8,000	\$4.0	2.0	2.0	12	\$23.0	\$23.0
8-15,000	\$5.0	2.0	3.0	8	\$16.0	\$24.0
15-25,000	\$7.0	3.0	4.0	6	\$18.0	\$24.0
25,000+	\$10.0	4.0	6.0	6	\$24.0	\$36.0
TOTAL				33	\$82.5	\$107.5

We believed then, and still do, that their projections were purposefully low so as to obtain from us a more favorable price. At that time and since we have estimated 1999 income from RLG to AMICO at \$140,000 for budgeting and planning purposes.

As of July 14, RLG reported:

Subscriptions:

- 1) Boston College
- 2) Carnegie Mellon University
- 3) Indiana University
- 4) Leiden University
- 5) Princeton University
- 6) Rice University
- 7) Rochester Insitute of Technology
- 8) School of the Art Institute of Chicago
- 9) University of Alberta
- 10) University of Illinois - Chicago
- 11) University of Illinois - Urbana
- 12) University of Toronto
- 13) Vanderbilt University
- 14) Washington University
- 15) Western Michigan University

Trials:

- Univ of Florida Trial dates 7/13/99-8/12/99
- Univ of Calgary Trial dates 6/22/99-7/22/99
- Rollins College Trial dates 6/15/99-7/14/99
- NY School of Interior Design Trial dates 5/12/99-6/11/99 (completed)

We currently negotiating contracts with:

- Harvard
- University of Arizona
- University of Texas

AMICO Executive Committee Meeting

July 29, 1999

Attachment 13

We believe that subscription numbers are on target to produce the projected \$140,000 for AMICO in 1999.

OhioLink - OhioLink will distribute the AMICO Library to all 76 of its university members (reaching a potential community of 500,000). An invoice has been sent on their purchase order for \$100,000 pre-payment for a three year subscription at \$33,333.33 p.a.

II. Developers

California Digital Library - CDL has test records from the AMICO Library and is building an interface. They are currently ordering the full 1999-2000 Library from RLG (at a cost of c.\$5,000) and will, presumably, want to launch the AMICO Library this fall if they receive the data and can negotiate a contract with AMICO. We are planning to offer them the Library on a three year subscription at a fixed rate of \$25,000 p.a. for the U.C. system or \$60,000 p.a. for both UC and the State University system.

III. Possible additional Year 2000 Distributor

U.K. (Joint Information Steering Committee, Content Committee) - We have been invited to submit a proposal for a U.K.-wide license for higher education institutions representing 1.2-1.3M undergraduates (total student population of 1.65M). Our proposal will quote a three year subscription at between 25p. per undergraduate over three years or 100,000 pounds sterling p.a. (roughly \$160,000).

IV. Future Distributors (year 2001-)

Canada (Site Licensing Commission) - The Canadian government has just established a national site licensing program to enable major universities to buy resources in a pool. We have introduced them to the possibility of licensing AMICO, but they are not having their initial organizing meeting until August. If we are invited to submit a bid, we will propose a three year Library subscription for Canadian universities at about 25c Canadian per undergraduate p.a. or roughly C\$125,000 p.a. which equals about US\$85,000 p.a.

OCLC - When we left off discussions with OCLC last year, they invited us to return when they could compete with RLG in all distribution markets. We expect them to serve as a distributor as soon as this occurs in the academic year 2001-2002.