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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: 10/9/02 Meeting. Follow-up
Date: Wed, 9 Oct 2002 16:42:47 -0400
To: DALNETNM@LISTS.WAYNE.EDU

Dear New Member Policy Group:

Thanks for your time today. Here's my understanding of our discussion and agreements:

1) Revised pricing formulas. Per the group's request, Bob re-did the new member pricing formulas. (Thanks, Bob!) After discussion, the group accepted Bob's proposal through tier 15. Libraries above that tier will be negotiated on a case-by-case basis. Bob, will you be sending us a revised workbook?

2) Review flow chart. Dee has revised the flow chart to align with revised 9-step sequence in the New Members Checklist, version 5. (Thanks, Dee!) Based on our discussion, Dee will review the check list and the sequence again to make sure they are in alignment.

3) Review report and checklist once more. I'll send you an updated report, version 6, incorporating these changes:

* Add an introductory section that highlights added value of DALNET membership. This needs to be our marketing strategy.

* Incorporate "leadership and coordination of automation" in the checklist.

* Add language in the report noting that staff makes preliminary assessment about whether this is a good match, and then decides to continue the discussion with the prospective new member.

* Note in the report that our proposed pricing model is for current services. If DALNET adds new services such as federated searching or digitization, it may need to look at new pricing models, particularly if some members do not wish to pay for these new services.

4) Pricing models for new services, such as digital initiatives. After reflecting on our discussion of this issue, I think our suggested language concerning the proposed pricing model addresses this issue. I see no need for any further action on our part. Your thoughts?

5) Plan upcoming meetings. Our next conference call is slated for Monday, 14 October 2002, from 3:00-5:00 pm. We'll review draft 6 of the report during that conference call. Other topics to be determined.

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