



Date: August xx, 2017 **DRAFT**
To: Marmot Library Directors
From: Jimmy Thomas, Executive Director
Subject: Notice of Marmot Pricing 2018

This is to notify you of Marmot pricing effective January 1, 2018, as approved by the Marmot Board August 7, 2017.

After reducing or maintaining prices every year since 2010, we must raise prices in 2018. Between rising prices, and recent cutbacks by a few members, the net increase in Marmot income from 2017 to 2018 may be **0.5%**. This budget is “balanced” with Net Income of **\$15,573**.

We don’t count on E-rate anymore in the budget. If and when it comes, E-rate money will be deposited in the reserves account. We don’t count on signing new Discovery Partners, but we are optimistic that new income in that program could fund another Pika developer.

If income takes a turn for the worse, we need to consider cuts or different cost-sharing models. Decision Center at **\$40,000** per year and Authority Control at **\$18,000** per year are not valued by all Members, but all Members currently pay for both.

Academic and School Members who pay annually will receive invoices this month with 2017 prices covering July to December 2017 and 2018 prices covering January to June 2018.

Price Update #1: Integrated Library System

Fees for the ILS program will be increased **9%**. Basic System and Staff Session fees cover Marmot User Services staff, the Sierra ILS, catalog enrichment by NoveList and Syndetics, Authority Control processing, and a share of IT infrastructure and office facilities.

ILS Service	2017	2018
Basic System	\$3,000	\$3,272
Staff Session	\$2,056	\$2,244
Express Lane	\$700	\$764
SIP2 Server	\$1,000	\$1,092
INN-Reach	\$1,020	\$1,112

Price Update #2: Marmot Digital Archive

The 2017 cost-sharing model was based on forecasts of storage plus level of effort by Marmot

staff. The 2018 model is based on actual storage as of June 2017 plus level of effort. Members will see increases or decreases, but the net increase in Digital Archive income will be **3%**.

Member	2016	2017	2018
Adams	\$2,693	\$5,000	\$5,068
Aspen SD			
Basalt			
Bud Werner	\$6,734	\$7,500	\$5,305
Buena Vista			
Colorado Christian	\$1,347	\$500	*
Colorado Mesa			
Colorado Mountain		\$2,500	\$5,000
Delta			
Eagle Valley	\$12,457	\$10,000	\$8,696
Englewood		\$2,500	\$5,000
Fort Lewis	\$7,744	\$10,000	\$11,476
Garfield	\$10,437	\$0	
Grand			
Gunnison	\$2,020	\$2,500	\$7,136
Mesa	\$15,487	\$10,000	\$5,271
MCV SD51			
Pine River	\$2,020	\$0	*
Pitkin		\$7,500	\$5,000
Plateau Valley SD			
Rampart			
Salida	\$2,020	\$5,000	\$5,915
Steamboat Springs SD			
Summit			
Vail	\$2,357	\$5,000	\$5,102
Western	\$1,683	\$5,000	\$6,221
Wilkinson			
TOTAL	\$67,000	\$73,000	\$75,190

* First-year price for initial implementation is \$2,500. From the second year on, the subscription price is \$5,000 plus storage-based incremental charges.

Read-only access to the Archive is free for members who do not choose to add content.

Members are welcome to pay more than the prices above, whether to apply grant money or otherwise show stronger support for this new program.

Price Update #3: Broadband

As in 2017, broadband will be billed at cost. With few exceptions, broadband costs are not expected to change from 2017 to 2018. (From 2016 to 2017 we reduced broadband costs for Members by **27%**.)

Price Update #4: Network Management

Network Management fees have been remodeled to afford rising costs and to simplify accounting. Marmot will invoice one “Network Management” annual fee based on branch size to provision, maintain, and support an appropriate quantity of wireless access points, network switches, and firewall for each site. Specs and quantities can be upgraded by Members who

might want to afford higher costs. With this price reform, the net change in Marmot income is expected to be **0%**. Members will see increases or decreases as follows:

Member	2017	2018
Basalt	\$11,500	\$14,500
Bud Werner	\$12,750	\$14,500
Buena Vista	\$3,625	\$3,500
Delta	\$19,375	\$16,500
Eagle Valley	\$23,750	\$27,500
Garfield	\$25,000	\$24,000
Grand	\$12,625	\$18,000
Gunnison	\$4,750	\$7,000
Mesa	\$50,625	\$51,000
Pitkin	\$13,000	\$14,500
SD51	\$0	\$2,500
Vail	\$5,000	\$6,500
Wilkinson	\$13,375	\$14,500
TOTAL	\$195,375	\$214,500

Marmot does not pass E-Rate funds received from USAC to members, but uses these funds to keep Network Management fees as low as possible.

Price Update #5: Servers & Workstations owned by Members

Workstation maintenance is increased **6.7%**. Server maintenance is increased depending on server purpose.

IT Service	2017	2018
Server Maintenance	\$450	\$1,000
Envisionware Server (PCRes Mgmt, Print Engine)	\$450	\$600
Workstation maintenance – PC or Mac	\$450	\$480

Price Update #6: Websites & Virtual Servers hosted by Marmot

Depending on bandwidth, Marmot can host virtual servers for various Member needs. These prices for virtual server hosting are new.

IT Service	2017	2018
Website hosting (Includes virtual server, routine Drupal OS patches and updates. Non-routine changes or enhancements are covered by ETS.)	\$450	\$1,000
Virtual server hosting (small)	\$450	\$600
Virtual server hosting (medium)		\$2,500
Virtual server hosting (large)		\$5,000

Price Update #7: Extended Technical Services (ETS)

Professional Service descriptions are expanded to include new examples of ETS, and the lowest-tier price of \$60/hr will rise to \$100/hr.

Professional Services	Hourly rate
Extended Technical Services (ETS) -- IT support services itemized in "IT Service Level Agreement" posted at: http://marmot.org/about/marmot_policies	\$100
Website development and non-routine maintenance by R&D; non-routine sideloading setup by R&D; complex Sierra reconfigurations and database maintenance by User Services; RFID and network consulting by IT Services; server migration; and other special projects.	\$100
Pika Consulting and Custom Development	\$200

Price Update #8: Quantity Discount

In 2012 Marmot created a "quantity discount" of 5% for members paying more than \$90,000/year in subscription fees. This was based on a theory that supporting 100 units at a big site took no more effort than supporting 90, but our experience is otherwise. In 2018 the discount is eliminated (affecting only Eagle Valley, Garfield, Mesa County, and MCVSD51).

A complete list of current prices will be posted at marmot.org/schedule_of_fees. Please call me at 970-242-3331 x119, or Board President Joseph Sanchez at 970-683-2424, if you have any questions or concerns about these changes. Thank you.

Jimmy Thomas, Executive Director