



# The Coeus Consortium

## Coeus Consortium new pricing strategy

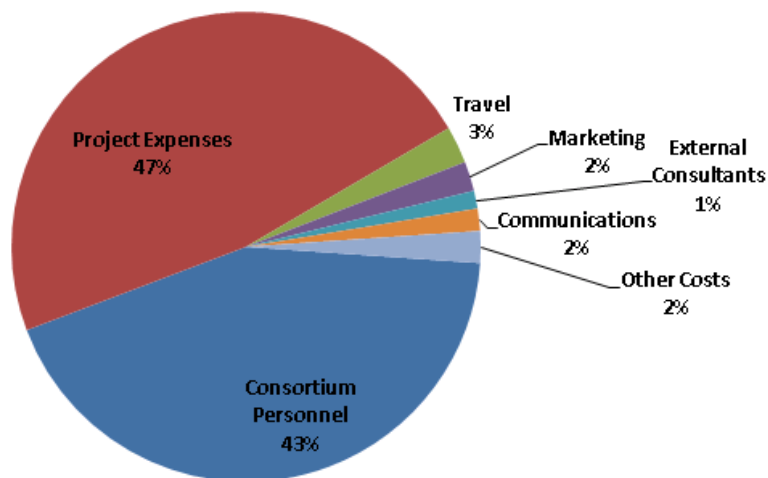
As a member of the Coeus Consortium, you have come to expect and rely on the continual improvement and maintenance of this industry-leading software solution. The Research Administration world continues to change and the demands on our institutions have increased in the face of new regulations, ARRA opportunities and the (not always smooth) evolution of a single System-to-System protocol. Your Coeus Consortium has diligently kept pace with these sponsor-induced changes over the last 4 years with new forms and features. The software has also seen many enhancements as the result of many requests from, and needs of, the consortium members.

During its first two years, the Consortium was able to accumulate a surplus as the infrastructure of the organization took shape and membership increased. Over the last few years, however, the Consortium has met its development and organizational needs by using most of its surplus funds. You can see from this chart that we must address this situation in order to continue meeting the needs of our members.

	Revenue from Members	Expenditures	Surplus (Deficit)
FY06	941,250	342,581	598,669
FY07	957,500	634,984	322,516
FY08	870,000	1,102,088	(142,087)
FY09	887,500	733,347	154,153
FY10 (projected)	822,464	1,185,550	(362,904)

## How the Consortium funds are used:

### Consortium Expenses

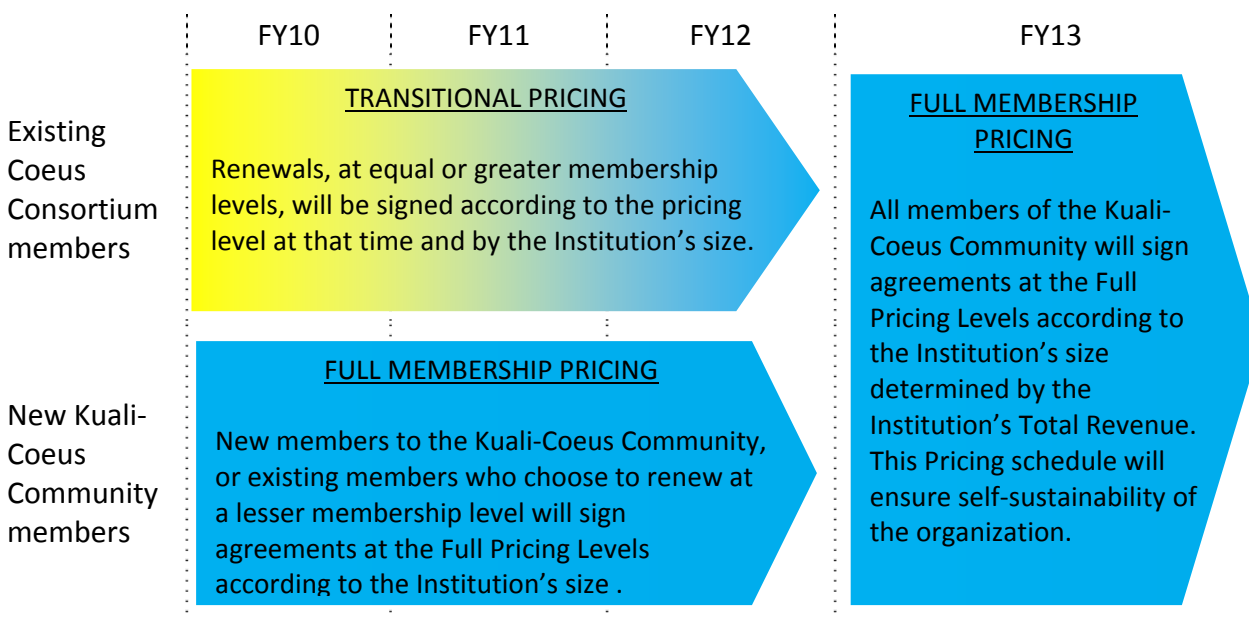


The Consortium investigated and debated a number of options before adopting the following new pricing strategy. The plan was developed to achieve self-sustainability by the end of FY12 with a series of regular modest increases. It was felt that a single, large magnitude increase would be too burdensome and unmanageable for our existing Consortium members. The target date of June 30, 2012 was chosen for two significant reasons. First, all existing agreements in place with the Consortium and MIT will have expired, and secondly, the convergence of the Kuali-Coeus software with Coeus 4.5.x is planned for the end of calendar year 2011.

**MEMBERSHIP TRANSITION TO KUALI-COEUS**

The new supporting organization called the Kuali-Coeus Community will be in place early in 2010. This new organization will replace the Coeus Consortium as the entity for product development and support for the existing Coeus schools. All existing members of the Coeus Consortium will assume membership in the new organization as a result of their agreement with the current Coeus Consortium. As existing memberships come up for renewal, new agreements will be signed with the Kuali-Coeus Community.

**SUMMARY OF THE NEW PRICING PLAN ADOPTED BY THE CONSORTIUM.**



**TRANSITIONAL PRICING**

This pricing schedule applies to existing Coeus Consortium members upon renewal at an equal or greater membership level prior to July 1, 2012. Development Members can take advantage of Transitional Prices if they renew at the Sustaining Partner level or Full Membership Prices if they renew at the Basic membership level.

**BASIC MEMBER RENEWALS** – Current Coeus Consortium prices are dependent upon an Institution's Total Research Volume. Rate Increases will progress according to the following chart. After July 1, 2012 prices will be determined by an Institution's Total Annual Revenue.

Date of increase	Basic Membership - Annual fees (current consortium level definitions based on Total Research Volume)		
	<\$10 Million	\$10 – 100 Million	>\$100 million
1/1/2010	11,700	11,700	15,000
7/1/2010	13,689	13,689	15,000
1/1/2011	16,016	16,016	16,016
7/1/2011	18,739	18,739	18,739
1/1/2012	20,000	20,000	22,000
7/1/2012	20,000 – 40,000*		

\* - Kualii-Coeus Full membership prices become effective and will be dependent upon the size of an Institution's Total Annual Revenue (not Total Research \$).

STEERING MEMBER RENEWALS – Current Steering Committee process are independent of an Institution's size. Renewals made with the Kualii-Coeus Community will be based on an Institution's Total Annual Revenue and will progress according to the following chart.

Date of increase	Steering Membership - Annual Fees (future Kualii-Coeus level definitions based on Total Annual Revenue)			
	< \$250 million	\$250-500 million	\$500-750 million	> \$750 million
1/1/2010	57,750	57,750	57,750	57,750
7/1/2010	63,525	63,525	63,525	63,525
1/1/2011	69,878	69,878	69,878	69,878
7/1/2011	75,000	76,865	76,865	76,865
1/1/2012	75,000	80,000	84,552	84,552
7/1/2012	75,000	80,000	85,000	90,000

- All existing agreements with the Coeus Consortium will be honored at existing prices for the duration of the agreement.
- “Infrastructure Dollars” will no longer be part of Membership benefits.
- The Development Membership level has been eliminated
- All renewals will be signed with the Kualii-Coeus Community
- Kualii Foundation membership is NOT required for Basic Partners
- Kualii Foundation membership is NOT required for Sustaining Partner during the Transitional Period for existing Coeus Steering Committee members.
- Kualii Foundation dues are NOT included in the pricing structures.
- All renewals will be for a term of 24 months.

## FULL MEMBERSHIP PRICING

This pricing will be in effect for all new members to the Kuali-Coeus Consortium and those existing members of the Coeus Consortium who choose to renew their agreement at a lesser level. This pricing is dependent upon an Institution's Total Revenue, as shown in the chart below.

	Institution's Total Revenue	Basic Partner	Sustaining Partner (Steering)
Level 1	> \$750 million	40,000	90,000
Level 2	\$500 – 750 million	30,000	85,000
Level 3	\$250 – 500 million	25,000	80,000
Level 4	< \$250 million	20,000	75,000

- The Development Membership level has been eliminated
- All agreements will be signed with the Kuali-Coeus Community
- Kuali Foundation membership is NOT required for Basic Partners
- Kuali Foundation membership is NOT required for any Sustaining Partners who are existing Coeus Steering Committee members for at least two years after convergence of Coeus 4.5 and KC 3.0.
- Kuali Foundation membership WILL be required for all Sustaining Partners who are not current members of the Coeus Steering Committee.
- Kuali Foundation dues are NOT included in the pricing structures.
- All renewals will be for a term of 24 months.

## BENEFITS

While infrastructure dollars are no longer part of membership to the new Kuali-Coeus Community, members will still have access to our Consortium's proven application developers for a reduced, preferred price of \$50 per hour. It was necessary to eliminate the Infrastructure Project framework from the new pricing model, as it made the price increases even larger. Other than this modification and the elimination of the Development Member level, the benefits and structure of the new organization are expected to be the same as those in the Coeus Consortium.

Member level	Vote at the KCC	Eligible for Nomination to the KCC Project Board	Participate in SMEs (analogous to Coeus subcomm)	Access to KCC developers at reduced rate	App help desk	Coeus to KC migration support	Preferred pricing at Kuali events	User Docs	App Docs
KCC Sustaining Partner	X	X	X	X	X	X	X	X	X
KCC Basic Partner			X		X	X	X	X	X