

Discount Pricing on Digital Course Materials Purchased Through Inclusive Access in Ohio

Pearson		McGraw Hill Education		Cengage		Sage	
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\$8 million in estimated annual currently could save Ohio students \$16 million more if all current adoptions from this publisher move to inclusive access		\$10 to \$12 million in estimated annual savings if all current adoptions from this publisher move to inclusive access		\$10 to \$12 million in estimated annual savings if all current adoptions from this publisher move to inclusive access		\$5 million in estimated annual savings if all current adoptions from this publisher move to inclusive access	
Basics of Model		Basics of Model		Basics of Model		Basics of Model	
Percent off list, average discount of 45-65% for e-textbooks. 20% discount off for courseware. Maximum % price via other channels. All institutions will have a copy of Pearson's e-textbook pricing catalog to see the actual price for each title/courseware.		Flat price (net) for e-textbooks in inclusive access; tiered flat pricing (net) in courseware.		Percent off current digital list price (net) for etextbook titles and courseware.		Percent off current digital list price for e-textbook titles and courseware.	
Discount Off Print List Price for Inclusive Access	Discount Off E-Textbook List Price for Inclusive Access	Discount Off Print List Price for Inclusive Access	Discount Off E-Textbook List Price for Inclusive Access	Price of print component (option) Courseware only	Discount off standalone e-Book for Inclusive Access	Discount Off Print List Price for Inclusive Access	Discount Off E-Textbook List Price for Inclusive Access
72% (average)	45%–65%	N/A	84% (average)	\$25/net	30%	N/A	70%
Length of Access to E-Textbooks		Length of Access to E-Textbooks		Length of Access to E-Textbooks		Length of Access to E-Textbooks	
Perpetual		Perpetual		Delivered/Priced at 6-month with option for extended/perpetual by request		Perpetual	
Follows Students within Ohio?		Follows Students within Ohio?		Follows Students within Ohio?		Follows Students within Ohio?	
Yes		Yes in principal, subject to delivery platform		Yes		Yes	
Courseware Pricing Discount on Courseware	Discount on Courseware	Courseware Pricing**	Discount on Courseware	Courseware Pricing**	Discount on Courseware	Courseware Pricing	Discount on Courseware
Yes	20%	Connect for Softside (HSSL)	45% (average)	Yes	35% off Courseware (inclusive of eBook)	Yes	70%
		Connect for Hardside (SEM and BEC)	57% (average)				
		** If a courseware product falls below the negotiated flat price point the national net price stands					
Resale on Campus		Resale on Campus		Resale on Campus		Resale on Campus	
Contact your Pearson rep for the maximum resale price through campus bookstores.		Prices provided will be wholesale; additional markups through campus bookstores may apply.		Pricing is wholesale (net to publisher); retail markups at campus chain and independent bookstore channels will vary. Bookstores will receive lower pricing than they receive currently.		Pricing is wholesale (net to publisher); retail markups at campus chain and independent bookstore channels will vary. Bookstores will receive lower pricing than they receive currently.	
Existing Agreements for Inclusive Access		Existing Agreements for Inclusive Access		Existing Agreements for Inclusive Access		Existing Agreements for Inclusive Access	
Any OhioLINK member institution that currently has a negotiated licensing fee with Pearson is grandfathered into this pricing proposal. Publisher will price match to lowest price for this offer.		Any OhioLINK member institution that currently has a negotiated licensing fee with McGraw Hill is grandfathered into this pricing proposal. Publisher will price match to lowest price for this offer.		Any OhioLINK member institution that currently has a negotiated licensing fee with Cengage is grandfathered into this pricing proposal. Publisher will price match to lowest price for this offer.		Any OhioLINK member institution that currently has a negotiated licensing fee with SAGE is grandfathered into this pricing proposal. Publisher will price match to lowest price for this offer.	
Potential \$33+ Million in Total Savings to 500,000+ Students Annually							