Date: August 4, 2014

To: Marmot Library Directors

From: Jimmy Thomas, Executive Director

Subject: Notice of Marmot Pricing 2015

This is to inform you of Marmot pricing effective January 1, 2015, as approved by the Marmot Executive Board July 23, 2014.[[1]](#footnote-1)

The budget approved for 2015 shares several goals with budgets from 2011 to 2014:

1. The “Basic System” fee and “Staff Session” fee cover services used by all members. The number of staff sessions continues to be the primary factor for sharing costs fairly between small, medium, and large members.
2. Fees for optional services are based on actual costs. Members not using optional services do not, in general, subsidize optional costs.
3. Moderate growth—the addition of 1 or 2 new members per year—benefits all members by increasing economies of scale.
4. Pricing from 2011 to 2014 was structured so that Marmot would operate in the red, intentionally drawing the investment account down to an appropriate level.

Goal #4 has run its course. In 2015 we plan to cut the operating deficit in half. From 2016 on, we plan to balance the budget while maintaining adequate reserves in the investment account.

**Price Change #1: Increase annual fee for Prospector from $3,333 to $4,064**

Marmot pays the Alliance an “Annual Shared Operating Cost” originally negotiated at $3,333 per member library. That cost has gradually increased since 2011, but increases were not passed on to Marmot members. In 2014, for example, the $65,026 Alliance invoice to Marmot should have been split 16 ways: $4,064 per member. In 2015, the price paid by most Marmot members to Marmot will equal the cost paid by Marmot to the Alliance.[[2]](#footnote-2)

**Price Change #2: Simplify and expand EnvisionWare pricing**

The last time Marmot updated our agreement with EnvisionWare, we simplified the license so that PCRes and/or LPT1 could be used on the same workstation as a suite. Most workstations maintained by Marmot run both. There are only 5 workstations running only LPT1. This seems like a good time to simplify accounting, and, in at least 2 cases, make it more affordable for libraries to expand the use of one LPT1.

An old Coin-Op product by EnvisionWare (to accept cash payments for printing) is installed at 3 libraries. The maintenance charge has been buried in the Marmot bill from EnvisionWare for years. Members using this product should pay for it.

A new Mobile Print service by EnvisionWare will simplify support for patrons who want to print from mobile devices to a library printer. This new service needs a new entry in the price list.

Old prices:

|  |  |  |
| --- | --- | --- |
| **Description** | **Setup** | **Annual** |
| PCRes Management Console software per site | $400 | $300 |
| PCRes client per workstation | $0 | $20 |
| LPT1 Release Station software per site | $400 | $300 |
| LPT1 client per workstation | $0 | $20 |

New prices:

|  |  |  |
| --- | --- | --- |
| **Description** | **Setup** | **Annual** |
| EnvisionWare PCRes + LPT1 per workstation (Management Consoles and Release Stations are included) | 2-5 hrs ETS/site | $58 |
| EnvisionWare Coin-Op per device | 2-5 hrs ETS/site | $321 |
| EnvisionWare MobilePrint per site | 2-5 hrs ETS/site | $1,000 |

A complete list of current prices is attached here and posted at marmot.org/node/11. Please call the Marmot Help Desk if you need the password to that page. And don’t hesitate to call me at 970-242-3331 x119, or Board President Gayle Gunderson at 303-963-3252, if you have any questions or concerns about these changes. Thank you.

1. Most Marmot service agreements say, “Notice of annual pricing will be distributed to the membership on or before September 1 of each calendar year and renewal contracts will become due on September 30 of each year.” [↑](#footnote-ref-1)
2. Alliance members CMU and WSCU pay the Alliance direct for Prospector. All Marmot members using Prospector, including CMU and WSCU, pay Marmot $1,020 per year for INN-Reach software support and maintenance. This actual cost of $1,020 paid by Marmot to Innovative will be unchanged in 2015. [↑](#footnote-ref-2)