

WORLD BIOGRAPHICAL INFORMATION SYSTEM ONLINE (WBIS) PRICING INFORMATION

Pricing Structure:

There are two basic pricing models:

- 1) In the **subscription model** the subscriber has continuous access to the database, but only as long as the subscription remains active.
- 2) In the **purchase model** customers actually purchase the raw data (this does not include purchase of the interface) and additionally receive access to the database.

For more detail on both models please see below.

1) Pricing: Subscription Model

	Year 1	Year 2 ff.
Per BA full price	EUR 5,130.-	EUR 515.-
Per BA reduced price for MF subscribers	EUR 2,656.-	EUR 515.-
Per Supplement full price	EUR 2,050.-	EUR 210.-
Per Supplement reduced price for MF subscribers	EUR 1,025.-	EUR 210.-

BA = Biographical Archive, MF = Microfiche

!All prices refer to 1 simultaneous user!

Surcharges for more than 1 simultaneous user:

30% surcharge for 2 simultaneous users

40% surcharge for 3 simultaneous users

50% surcharge for 4 simultaneous users

60% surcharge for 5 simultaneous users

> 5 simultaneous users prices on request

A subscription runs 365 days and can start on any date. Multi-year subscriptions are possible.

Some of the Biographical Archives have **Supplements** containing additional information which must be subscribed to in addition to the main Archive, in order for the Archive to be complete. E.g. the Supplement to the Italian Biographical Archive Series II with additional sources published from 1950 to 1996 – with sources from the same period as Series II.

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2) Pricing: Purchase Model

	One-time purchase price	Annual access fee
Per BA full price	EUR 15,370.-	EUR 515.-
Per BA reduced price for MF subscribers	EUR 7,685.-	EUR 515.-
Per Supplement full price	EUR 5,420.-	EUR 210.-
Per Supplement reduced price for MF subscribers	EUR 2,710.-	EUR 210.-

! The price for the purchase model automatically includes an unlimited number of simultaneous users - (there are no surcharges!)

Further details on the purchase option:

- The customer purchases only the raw data (this does not include purchase of the interface)
- The customer receives the raw data on a SDLT tape
- Purchase means that the customer owns the data
- The tape can either be used as an archive copy or the data may be loaded on the customer's own server and can then be made available via the customer's own search interface
- In addition to the purchase price the customer pays an annual service/ access fee. This is fee is charged for access to our server and for using our search interface
- Access to the server and the search interface are granted as long as the customer pays the annual service/ access fee
- Some advantages of the purchase model:
 - Customer spends an one-time fee from his budget
 - Customer receives something physical, which is good from the point of view of archiving.
 - Customer owns the data and is therefore able to use it independent of the publisher
 - There is no limitation to the number of simultaneous users

As in the subscription model, some of the Biographical Archives have **Supplements** containing additional information which must be purchased in addition to the main Archive, in order for the Archive to be complete.

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3) Package Pricing/Discounts

Should a customer wish to purchase 5 or more BA then discounts can be granted by the vendor. The discounts in the table below should serve as a guideline.

Number of archives	Discount on subscription model year 1 fee	Discount on purchase model
All BA (30)	40%	50%
25 BA	35%	45%
20 BA	30%	40%
15 BA	25%	35%
10 BA	20%	30%
5 BA	15%	25%

The reductions quoted are maximum discounts. If vendors can sell collections of BA's at a lower discounts then they should go ahead. Should vendors need to grant a higher discount in order to close a sale the publisher should be contacted.

Discounts on the access fee

For purchasers of multiple archives discounts are also available on the access fee. The prices are as follows:

Number of archives	Annual access fee for BA
	Price to be quoted and invoiced
All BA (30)	EUR 78.- per BA
25 BA	EUR 98.- per BA
20 BA	EUR 125.- per BA
15 BA	EUR 150.- per BA
10 BA	EUR 175.- per BA
5 BA	EUR 199.- per BA
4 BA	EUR 275.- per BA
3 BA	EUR 355.- per BA
2 BA	EUR 435.- per BA
1 BA	EUR 515.- per BA

Number of archives and/or supplements	Annual access fee for Supplements
	Price to be quoted and invoiced
All BA (30)	EUR 32.- per supplement
25 BA	EUR 40.- per supplement
20 BA	EUR 50.- per supplement
15 BA	EUR 60.- per supplement
10 BA	EUR 70.- per supplement
5 BA	EUR 80.- per supplement
4 BA	EUR 105.- per supplement
3 BA	EUR 140.- per supplement
2 BA	EUR 175.- per supplement
1 BA	EUR 210.- per supplement

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Given that Supplements must be ordered in addition to BA Online, the price per supplement will depend on the total number of archives ordered.

When WBIS Online is completed a maximum of 7 supplements will be available.

Additional remarks:

Customers who have already purchased the corresponding BA as a microfiche edition and now wish to purchase or to subscribe to the electronic version are entitled to the 50% price reduction.

Negotiated prices should always represent a discount from one of the list prices – otherwise we do get problems with our EDP system, with the invoicing of the product.

The 50% discounted price for microfiche subscribers could in certain cases be offered when making price quotes for a “package” of BA (possibly even in addition to the “package discounts”), even if the customer has not purchased the exact corresponding BA’s. The 50% price difference would be a matter for negotiation.

For more information, please contact:

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