

## Vale Digital Video Delivery Offerings FY13

1. **Alexander Street Press**- a grid is provided based on FTE for their collections. The collections are accessible through their portal not NJVID. Collections range from such topics as "American Film Scripts" to "World History in Video." Go to their website to view the collections at <http://alexanderstreet.com>. Alexander Street Press is also offering purchasing DVDs that will stream through the NJVID site from the Filmmakers Library (<http://filmmakers.com>) and Microtraining Associates (<http://www.emicrotraing.com>). These are discounted using the proposed grid of number of institutions committing to purchase and the number of titles purchased. Discounts range from 5% to 60%.
2. **Ambrose**- They have supplied a discount table depending on the number of programs and the number of institutions committing to purchase. Five year licensing is available and they have a few new series in their collection as well.
3. **BioMedia Associates**- 1. Pricing based on FTE with individual and group discounts. 2. All rights broadcast, streaming and hardcopy. DVDs for licensing member agencies will be 50% off for all titles as pricing is found on [www.ebiomedia.com/catalog](http://www.ebiomedia.com/catalog). 3. Streaming files support computer use and iDevices (iPad, iPhone, iTouch) and Android devices with Operating System 2.2+. 4. PDF Teaching Guides, Image Banks, and Posters. 5. Chaptered and full play programs. 6. Closed Captioned and Audio Described. 7. All content can be easily previewed at [ebiomedia.com/preview](http://ebiomedia.com/preview).
4. **Bullfrog, Icarus, Fanlight, Women Make Movies**- License for the life of the file format with digital streaming rights using the NJVID portal. On site is the list price of the DVD, 2-4 institutions 15% discounts, 5-9 institutions get 20% discount and more than 20 institutions get a 40% discount off the listed price of the DVD. If the VALE member does not currently own the DVD, the price is \$95 for the hardcopy.
5. **California Newsreel**- Prices are discounted based on institution purchase and number of institutions purchasing any number of titles. Titles are available through password-protected digital streaming to faculty, students and staff of the purchasing institution(s) only. Five years unlimited file migration (copying) rights.
6. **Chip Taylor Communications**- Perpetuity, any 50+ titles, \$500 per title. If under 50 titles they have a grid for 5 and ten year licenses with discounts for the number of institutions

licensing and the number of titles purchased, ranging from 10% to 40% off the list price of the title. Members may order a DVD or Digital File Master of any program on the website at [www.chiptaylor.com](http://www.chiptaylor.com). CTC will provide recommended title proposals upon request. No shipping and handling charges. Members may order using individual purchase order

7. **CineFete**- Will honor the grid that was sent in the RFP from VALE and has several 2012 new additions in their list of titles including *USA from the Sky* and *My Life on the Web*. The titles are available on DVD and in digital format for streaming purposes.
8. **Cinema Guild**- Offers digital streaming rights licenses for the life of the format (codec). The price of the first streaming license is the DVD purchase price (as listed on the website at the time of purchase) plus \$400. Further discounts are based on title, quantity and number of institutions committed.
9. **FMG (Films Media Group)** - Same offering as this year with option of a three year license or perpetual license. FMG now carries many of the PBS titles.
10. **Insight Media**- 3 types of purchases 1. All titles and individual titles streamed from the website 15 to 30% discount depends on institution purchase. 2. Streamed from VALE members server or NJVID portal usually a three year period specific period may vary by title- see website. 3. DVD purchase with streaming rights same price as streamed from VALE members server or NJVID portal:  
Free shipping on orders over \$1000, 5% discount on orders over \$2500, 10% discount on orders over \$5000
11. **Intelecom**- The entire collection is on NJVID. Price based on FTE with institutions committing ranging from 10% to 30% off the price. 40% discount on all one and three year full subscriptions. All one and three year subscriptions include an account on the Intelecom Online Resources Network. Video clip collections are also hosted on NJVID.
12. **Landmark Media**– Based on two times the price of the DVD with the discounts for multiple institutions and multiple titles using the same grid as provided in the VALE RFP.
13. **Media Education Foundation**- The entire collection is on NJVID. It is available for a 3 year license or in perpetuity. Discounts will follow the grid that was sent in the RFP from VALE. Discounts also include 20% off and if purchasing 5 or more titles than 30%.

14. **National Film Board of Canada** – Price for VALE members: \$700 per title for streaming right for life of the streaming format with the exception of a few titles (*Jaded* and *Jelena's Song*) \$500 each- non theatrical (streaming) rights.
15. **PBS**- offers thousands of titles in our digital catalog. These titles include a digital file (in your choice of MPEG4 or Flash format) and a three-year digital rights license. Our standard digital licensing fee per title is \$400 for a 60-minute title for use at one institution. All titles include closed captioning.
16. **Ro\*Co Films Educational**- For perpetuity without purchase of DVD, prices are two times the purchase price of the DVD and they will follow the grid provided by VALE RFP. Institutions may purchase DVD with the digital license for one half the price per title. The entire collection will be available on NJVID.
17. **Swank** – They have a digital campus with their own portal. They are providing discounts to VALE members. Their collection is all feature films. The discounts are for volume of titles and per semester or per year agreements.
18. **VEA** – The base price per title for a three year license is \$110. The base price per title for perpetual digital license is \$220. Discounts apply for number of titles purchased and number of institutions committing to the purchase. This is for a 3 year license only. If you purchase a DVD in addition to streaming rights to a title, you will receive 50% off the DVD's lowest available price to your market. If you purchase the DVD of a title to which you already have streaming rights, you will also receive a 50% discount.
- If you do not purchase digital streaming rights to a title, you will receive 10% off its DVD's lowest available price to your market, 5-title minimum commitment per institution applies.
  - Number of VALE member institutions purchasing together will be determined at a set and recurring date each year. No distinction will be made between 3-year and any other license commitments in determining the total number of institutions purchasing together.
  - Rates apply only to VALE member institutions for the 2010-2011 and 2011-2012 academic years.
  - Rates are subject to change following the 2010-2011 and 2011-2012 academic years.
- If the titles are up on NJVID already, all the institution needs to do is notify NJEDge.Net of the license agreement and the access will be available to the institution. Marc

records and a static URL will be available for the catalogue to import into their OPAC.  
 The grid that was provided on the RFP follows:

**Here is an example based (two times the cost of the DVD with the following discounts for multiple institutions and multiple titles)**

	<b>1 Institution</b>	<b>2-4 Institutions</b>	<b>5-9 Institutions</b>	<b>11-15 Institutions</b>	<b>16-25 Institutions</b>	<b>26+ Institutions</b>
<b>1 title</b>	2 x Cost of DVD	-5%	-15%	-20%	-25%	-30%
<b>2-5 titles</b>	-5%	-10%	-20%	-25%	-30%	-35%
<b>6-10 titles</b>	-10%	-15%	-25%	-30%	-35%	-40%
<b>11-24 titles</b>	-15%	-20%	-30%	-35%	-40%	-45%
<b>25-34 titles</b>	20%	-25%	-35%	-40%	-45%	-50%
<b>35-45 titles</b>	-25%	-30%	-40%	-45%	-50%	-55%
<b>46+ titles</b>	-30%	-35%	-45%	-50%	-55%	-60%