

Pricing Model
Current Subscribers
ABC-CLIO
5/23/01

Current Subscribers	Current Price	MOBIUS Price
Truman State	\$ 11,000.00	9,500.00
UMSL	\$ 9,817.50	9,500.00
Washington Univ	\$ 9,817.50	9,500.00
Southeast Missouri State	\$ 11,020.00	9,500.00
Eden-Webster	\$ 11,000.00	9,500.00
UMC	\$ 9,817.50	9,500.00
UMKC	\$ 9,817.50	9,500.00
UMR	\$ 9,817.50	9,500.00
SLU	\$ 9,817.50	9,500.00
		85,500.00

This pricing model allows current subscribers to realize a savings and gives them unlimited access. The savings is based on the current subscription price and we estimate a possible 7% increase in the price of renewal subscriptions.

In addition, the model allows non-subscribers to have unlimited access to two ABC-CLIO databases at a very significant cost savings. The list price for both databases is \$11,000 for six simultaneous users.