

# SWAN BOARD SPECIAL MEETING AGENDA

April 28, 2025 1:00 p.m.

**SWAN headquarters**  
**915 Harger Road, Suite 260**  
**Oak Brook, IL 60523**

1. Call to Order, Roll Call
2. Introduction of Visitors/Public Comment

Public comment is allowed at SWAN meetings

3. Action Item – Acceptance of the SirsiDynix agreement
4. Adjournment

\*All agenda items may be acted upon by the SWAN Board

<b>SWAN Board Member</b>	<b>Library</b>	<b>Office</b>	<b>Term Expires</b>
Dawn Bussey	Glen Ellyn Public Library		July 1, 2027
Zach Musil	Tinley Park Public Library	Vice President	July 1, 2027
Anna Wassenaar	Blue Island Public Library		July 1, 2025
Colleen Waltman	Homewood Public Library		July 1, 2025
Jesse Blazek	Palos Heights Public Library	Secretary	July 1, 2025
Samantha Johnson	Roselle Public Library	Treasurer	July 1, 2026
Jennifer Cottrill	Midlothian Public Library	President	July 1, 2026

**Date:** April 28, 2025  
**To:** SWAN Board  
**From:** Aaron Skog, Executive Director  
**Re:** SirsiDynix contract 2025 renewal



The SirsiDynix contract is ready for review and discussion. The main components of the contract include the following:

- Addendum to the main agreement effectively extending it two years
- Itemized pricing for two years of agreement and the escalation increases
- Schedule 1: Pricing for Optional Items, such as server hosting (SaaS)
- Schedule 9: BLUEcloud staff features prioritized by SWAN
- Schedule 13: Add-on Pricing for public, school, academic, and special libraries joining SWAN

The contract has an increase of 6.9% per year. This was higher than expected and is a departure from prior negotiated agreements. I believe this is due to new company ownership under Harris who is involved with reviewing all new agreements.

SirsiDynix expenses over the past 7 years show that the negotiated percentage increases of 1.9% were the only increases negotiated in the prior agreements (0% for 8 years, 1.9% for 2 years). The annual cost has been decreasing since 2021 as Enterprise, SMS, and BLUEcloud Mobile services were cancelled.

	May 1, 2019 Year-5	May 1, 2020 Year-6	May 1, 2021 Year-7	May 1, 2022 Year-8	May 1, 2023 Year-9	May 1, 2024 Year-10	May 1, 2025 Year-11	May 1, 2026 Year-12
<b>Escalations</b>	0%	0%	0%	0%	1.9%	1.9%	6.9%	6.9%
<b>Total Annual Maintenance</b>	\$486,697.00	\$488,744.00	\$499,781.50	\$454,553.84	\$442,828.84	\$358,418.81	\$390,622.16	\$417,575.09
<b>Difference from prior year</b>		\$2,047.00	\$11,037.50	(\$45,227.66)	(\$11,725.00)	(\$84,410.03)	\$32,203.35	\$26,952.94
<b>Description</b>	New 19 libraries joined	Increase: Changes to SMS licensing	Increase: Changes to SMS licensing	Decrease: Removed Enterprise	Decrease: Removed SMS notifications	Decrease: Removed BLUEcloud Mobile & eResource Central	Estimate 2025	Estimate 2026

## SirsiDynix contract & 5440 Library Services Platform budget

The budget expenses for SirsiDynix are recorded in #5440 Library Services Platform. SWAN is recording expenses on a cash basis, so for the current fiscal year 2025 the SirsiDynix expense has not been recorded yet but will be reflected on the May 2025 financial report once the annual renewal invoice is paid.

The current FY25 budget for this year will be over budget for two reasons. First, the higher payment to SirsiDynix will record the first of the two-year extension. Second, the budget was created with a

much lower SirsiDynix payment which reflected the removal of subscriptions for BLUEcloud Mobile and eResource Central. However, that invoice expense occurred in May 2024 FY24 due to the use of a cash basis for recording expenses.

The FY26 budget for #5440 Library Services Platform for next year will be over budget due to the SirsiDynix increase. The precise expenses for EBSCO and OCLC are unknown at this point and await final negotiation.

## 5440 Library Services Platform - Board discussion

*SWAN's Library Services Platform which includes resource sharing, access to e-resources, cataloging bibliographic resources, and resource sharing outside of the consortium (EBSCO, SirsiDynix, OCLC).*

	<b>FY25 actual (current year)</b>	<b>FY26 Anticipated</b>	<b>Notes</b>
Aspen Discovery hosting	\$71,023.00	\$71,023.00	Hosting change resulted in \$19,327 savings in FY25
Aspen LiDA hosting	\$12,000.00	\$12,000.00	Hosting change with Grove increase
SirsiDynix annual maintenance	\$390,622.16	\$417,575.13	
EBSCO Discovery Service Web Services	\$119,236.00	\$121,620.72	Anticipated 2% increase for FY26, but EBSCO pricing under negotiation for FY26
Proxy Service for subscription database integration into Aspen: OpenAthens through EBSCO	\$66,512.00	\$67,842.24	Anticipated 2% increase for FY26, but EBSCO pricing under negotiation for FY26
OCLC for all libraries	\$311,831.74	\$318,847.95	Anticipated 2.25% increase for FY26
Online patron registration		\$16,500.00	Agreement with Patron Point signed March 2025
<b>Total</b>	<b>\$971,224.90</b>	<b>\$1,025,409.04</b>	
<b>Budget</b>	<b>\$921,000</b>	<b>\$993,100</b>	
Difference between budget and anticipated expenses to-date	\$50,224.90	\$32,309.04	

## GASB 96 & SirsiDynix 2-year contract

Adding additional complexity to the #5440 budget line is the GASB 96 software-based technology arrangements (SBITA). The GASB 96 rule applies to SWAN's SirsiDynix and EBSCO multi-year agreements, which was first introduced in the FY24 SWAN financial audit. To illustrate the impact, I have included a detailed general ledger for the #5440 Library Services Platform expenses for the prior fiscal year to show how the SBITA calculation from the completed audit was recorded in the ledger. The end of year total shows a balance of \$393,828.83 when the SBITA \$436,614.63 is deducted from the \$830,433.46 total.

I have included explanations from our auditor Lauterbach & Amen about GASB 96 along with this memo and the FY24 ledger. GASB 96 SBITA will apply to the upcoming FY25 and FY26 financial audits for the two extended years of the SirsiDynix agreement.

**AMENDMENT  
TO  
AGREEMENT**

This amendment between the parties listed in the signature blocks below (“**Amendment**”), when accepted by SWAN Consortium (hereinafter referred to as “**Customer**”), will become part of the SWAN Consortium 5yr Master Agreement dated April 20, 2020, as may have been subsequently amended from time to time (collectively referred to herein as “**Agreement**”), and will evidence our further agreement with respect to the matters set forth below.

All terms used herein and in the Agreement, not defined herein, shall have the same meaning as in the Agreement. If there is any inconsistency between the terms of this Amendment at the Agreement, the terms of this Amendment will govern.

**The contract shall be extended for an additional 2 years, from May 1, 2025 through April 30, 2027.**

**Pricing for products for these additional 2 years is included in LTA Renewal Quote: 40287220250425SG, and Schedule 1 Pricing for Optional Items, and Schedule 13 Add-on Pricing, attached.**

**All other terms and conditions remain unchanged.**

If the foregoing correctly sets forth your understanding of our agreement with respect to the matters treated above, please indicate your acceptance and approval below.

This Amendment may be executed in any number of counterparts, each of which when executed and delivered shall be an original, but all of such counterparts shall constitute one and the same instrument.

This Amendment shall be effective as of the date of the last signature below.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their duly authorized representatives as identified below.

**SWAN Consortium**

Authorizing Signature	
Name	
Address	
Title	
Date	

**SirsiDynix**

Authorizing Signature	
Name	
Address	3300 N. Ashton Blvd. – Ste 500 Lehi, UT 84043
Title	
Date	

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LTA Renewal Quote: 40287220250425SG

SWAN Consortium

Item Number	Item Description	Serial Number	Qty	Coverage Effective Dates From To	EOL Date	Year 1	Year 2
10016M	SirsiDynix Symphony Additional Institution Fee (per individual inst)		1	1/May/25 - 30/Apr/26		0.00	0.00
13037	SirsiDynix Single Sign-On Annual Subscription		1	1/May/25 - 30/Apr/26		0.00	0.00
10016M	SirsiDynix Symphony Additional Institution Fee (per individual inst)		1	1/May/25 - 30/Apr/26		0.00	0.00
10016M	SirsiDynix Symphony Additional Institution Fee (per individual inst)		1	1/May/25 - 30/Apr/26		0.00	0.00
10016M	SirsiDynix Symphony Additional Institution Fee (per individual inst)		1	1/May/25 - 30/Apr/26		0.00	0.00
10016M	SirsiDynix Symphony Additional Institution Fee (per individual inst)		1	1/May/25 - 30/Apr/26		0.00	0.00
10014M	SirsiDynix ILS Core Package License Increase, Maintenance		1	1/May/25 - 30/Apr/26		0.00	0.00
10016M	SirsiDynix Symphony Additional Institution Fee (per individual inst), Maintenance	Glenside	1	1/May/25 - 30/Apr/26		6,187.29	6,614.21
10016M	SirsiDynix Symphony Additional Institution Fee (per individual inst), Maintenance	Warrenville	1	1/May/25 - 30/Apr/26		6,470.51	6,916.98
10016M	SirsiDynix Symphony Additional Institution Fee (per individual inst), Maintenance	Roselle	1	1/May/25 - 30/Apr/26		4,869.22	5,205.20
10013M	SirsiDynix Symphony Core		1	1/May/25 - 30/Apr/26		225,037.88	240,565.49
10011M	SirsiDynix Symphony ReferenceLIBRARIAN		1	1/May/25 - 30/Apr/26		0.00	0.00
10029M	SirsiDynix Symphony SmartPORT Unlimited Users		1	1/May/25 - 30/Apr/26		0.00	0.00
10030M	SirsiDynix Symphony Test System		1	1/May/25 - 30/Apr/26		21,786.22	23,289.47
10032M	SirsiDynix Symphony Unicode Server Extension Test System		1	1/May/25 - 30/Apr/26		0.00	0.00
13775M	Oracle Embedded License		1	1/May/25 - 30/Apr/26		0.00	0.00
13775M	Oracle Embedded Test License		1	1/May/25 - 30/Apr/26		0.00	0.00
10016M	SirsiDynix Symphony Additional Institution Fee (per individual inst), Maintenance		1	1/May/25 - 30/Apr/26		5,345.00	5,713.81
10017M	SirsiDynix Symphony Academic Reserves		1	1/May/25 - 30/Apr/26		0.00	0.00
10018M	SirsiDynix Symphony Acquisitions		1	1/May/25 - 30/Apr/26		6,535.87	6,986.85
11544M	SirsiDynix Symphony 9xx		1	1/May/25 - 30/Apr/26		0.00	0.00
10022M	SirsiDynix Symphony Electronic Data Interchange (EDI), X12		1	1/May/25 - 30/Apr/26		0.00	0.00
12367M	SirsiDynix Symphony Vendor Integration Protocol (VIP)		1	1/May/25 - 30/Apr/26		0.00	0.00
10021	SirsiDynix Symphony Collection Exchange		1	1/May/25 - 30/Apr/26		0.00	0.00
10023M	SirsiDynix Symphony Materials Booking		1	1/May/25 - 30/Apr/26		0.00	0.00
10024M	SirsiDynix Symphony OutReach		1	1/May/25 - 30/Apr/26		4,760.29	5,088.75
10028M	SirsiDynix Symphony Serials		1	1/May/25 - 30/Apr/26		6,535.87	6,986.85
12359M	SirsiDynix Symphony NCIP Interface Per Certified Vendor		1	1/May/25 - 30/Apr/26		0.00	0.00
10020M	SirsiDynix Symphony Debt Collection Agency Interface (per institution)		1	1/May/25 - 30/Apr/26		4,684.04	5,007.24
13184	BLUEcloud Analytics, Annual Subscription		1	1/May/25 - 30/Apr/26		36,624.25	39,151.32
13376	BLUEcloud Visibility, Annual Subscription		1	1/May/25 - 30/Apr/26		8,714.49	9,315.79
13181	Platinum Services - Web Services SDK for Libraries Internal Use - included with Platinum Premier subscription		1	1/May/25 - 30/Apr/26		0.00	0.00
14198	Platinum Services - Web Services Gateway for 3rd Party Apps - included with Platinum Premier subscription		1	1/May/25 - 30/Apr/26		0.00	0.00
14446	SirsiDynix Unlimited Non-Discovery Connectors, Annual Subscription		1	1/May/25 - 30/Apr/26		17,418.08	18,619.93
14456	SirsiDynix Web Services Unlimited Included Connector for LuxerOne, Annual Subscription		1	1/May/25 - 30/Apr/26		0.00	0.00
13149	BLUEcloud MobileCirc, Annual Subscription		1	1/May/25 - 30/Apr/26		11,688.31	12,494.80
13966	SirsiDynix Symphony Data Control, Annual Subscription [Data Control Package]		1	1/May/25 - 30/Apr/26		2,178.62	2,328.94
11176	Consulting - API, Annual Additional Regional Workshop Attendee (Requires Current Package Validation)		1	1/May/25 - 30/Apr/26		3,267.93	3,493.42
13111	Data Services - Annual Update Service - Reading Information		1	1/May/25 - 30/Apr/26		2,178.62	2,328.94
M-2732	SmartSOURCE Network Access, Annual Subscription		1	1/May/25 - 30/Apr/26		0.00	0.00
10535	Data Services - Authority Annual Subscription - Monthly Update Service		1	1/May/25 - 30/Apr/26		0.00	0.00
12442	Platinum Services Package - Premier		1	1/May/25 - 30/Apr/26		16,339.67	17,467.11
14002	Dialogic 4 Port SVA Card		4	1/May/25 - 30/Apr/26		0.00	0.00

All prices are in U.S. Dollars and are exclusive of taxes unless otherwise noted.

Total \$ 390,622.16 417,575.09

\*\*\*\*Due to changes in sales tax laws, we are requesting updated tax exemption certificates from all customers. Tax may be added to your invoice even though you are exempt if we do not receive the exemption

This quote is based on a 6.9% uplift and is dependent upon the signing of a 2 year Long Term Agreement. SirsiDynix reserves the right to adjust pricing for Third Party/Integrated products/services if a Third Party vendor increases pricing for Third Party/Integrated products/services.

**Schedule 1**  
Pricing for Optional Items

**SaaS Hosted Solution with Discounted Pricing**

	2025	2026
Symphony SaaS Subscription	490,098	523,915
SaaS Migration One-time Services	18,000	

**Notes:**

- (1) Symphony SaaS Subscription replaces all Symphony ILS Items in SWAN's annual maintenance, currently utilized by SWAN only.
- (2) Non-Symphony ILS items will continue at their previous rates.
- (3) Includes 700 SaaS simultaneous staff user seats.
- (4) Annual Circulation Limit of 18,700,000.

**License Expansion Costs beyond 18.7 million annual Circulation (non add-on library expansion pricing)**

	2025	2026
SirsiDynix ILS Additional 350K Annual Circ	5,000	5,345
SirsiDynix ILS Additional 600K Annual Circ	7,500	8,018
SirsiDynix ILS Additional 1,100K Annual Circ	12,750	13,630
SirsiDynix ILS Additional 1,350K Annual Circ	15,000	16,035

**BLUEcloud Analytics Private Intelligence Suite**

	2025	2026
BLUEcloud Analytics Private Suite Add-on, Annual Subscription	13,230	7,376

## **SCHEDULE 13**

### **Add-On Pricing**

- A. Public Library Add-On Pricing
- B. Academic and Special Library Add-On Pricing
- C. School Library Add-On Pricing
- D. Pricing for Exit Services for SWAN Consortium Libraries

# SCHEDULE 13A

## Public Library Add-On Pricing

### Pricing for Add-on Public Libraries with less than 1,350,000 Annual Circulation

				<i>per annual circ</i>				
SirsiDynix Symphony Software*				First Year	Second Year	First Year	Second Year	
SirsiDynix ILS (Dynix, Horizon, Unicorn, Symphony) + Branches						0.025	0.025	
Non-SirsiDynix ILS:						0.020	0.020	
				Non-SirsiDynix				
				Customer Discount	<i>Standard (bib/item, auth, circ)</i>		<i>Deluxe (Standard + acq, ser)</i>	
Data Migration					First Year	Second Year	First Year	Second Year
Level 1	1-150k	Circs		0%	\$ 14,500.00		17,500	
Level 2	151-350k	Circs		10%	\$ 17,000	NA	\$ 20,000	NA
Level 3	351k-500k	Circs		15%	\$ 20,000	NA	\$ 22,500	NA
Level 4	601k-850k	Circs		20%	\$ 22,500	NA	\$ 25,000	NA
Level 5	851k-1100k	Circs		25%	\$ 25,000	NA	\$ 27,500	NA
Level 6	1101K - 1350K	Circs		30%	\$ 27,500	NA	\$ 30,000	NA
Additional Discounts						First Year	Second Year	
Year 1	15% off data migration					-15%	NA	
Sample Scenarios						First Year	Second Year	
SirsiDynix ILS, 350k Circs, Standard Migration						\$ 25,750	\$ 8,750	
Non-SD ILS, 350k Circs, Deluxe Migration						\$ 24,000	\$ 7,000	
SirsiDynix ILS, 600k Circs, Deluxe Migration						\$ 37,500	\$ 15,000	
Non-SD ILS, 600k Circs, Standard Migration						\$ 32,000	\$ 12,000	
SirsiDynix ILS, 850K Circs, Standard Migration						\$ 43,750	\$ 21,250	
Non-SD ILS, 850K Circs, Standard Migration						\$ 39,500	\$ 17,000	
SirsiDynix ILS, 1100K Circs, Deluxe Migration						\$ 55,000	\$ 27,500	
Non-SD ILS, 1100K Circs, Deluxe Migration						\$ 49,500	\$ 22,000	
SirsiDynix ILS, 1350K Circs, Deluxe Migration						\$ 63,750	\$ 33,750	
Non-SD ILS, 1350K Circs, Deluxe Migration						\$ 57,000	\$ 27,000	
Notes to Pricing								

1. The above add-on pricing applies to any small library (<1350 circs) that joins during the term of the Agreement (years 1-7)
2. The pricing for a large library or consortium (>1350k circs) wishing to join SWAN, such as Consolidated Computer Services, RSA, MAGIC or LIA would be separately negotiated.
3. If there is no data to migrate, pricing will be based on estimated circulation using the software metrics with a minimum cost of Year 1 \$5000 Year 2 \$1500 per library and Year 1 \$1500 Year 2 \$500 per branch.

## À la Carte Pricing for Optional Migration Services for Public Libraries with less than 1,350,000 Annual Circulation

### Marc Dataload

Level 1	1-150k	Circs	\$	2,500.00
Level 2	151-350k	Circs	\$	5,500.00
Level 3	351k-600k	Circs	\$	8,500.00
Level 4	601k-850k	Circs	\$	11,000.00
Level 4	851K- 1100K	Circs	\$	13,500.00
Level 6	1101K - 1350K	Circs	\$	16,500.00

### Patron Dataload

Level 1	1-150k	Circs	\$	1,500.00
Level 2	151-350k	Circs	\$	2,500.00
Level 3	351k-600k	Circs	\$	3,500.00
Level 4	601k-850k	Circs	\$	4,500.00
Level 5	851K- 1100K	Circs	\$	5,500.00
Level 6	1101K - 1350K	Circs	\$	6,500.00

### Transaction Dataload

Level 1	1-150k	Circs	\$	1,500.00
Level 2	151-350k	Circs	\$	2,500.00
Level 3	351k-600k	Circs	\$	3,500.00
Level 4	601k-850k	Circs	\$	4,500.00
Level 5	851K- 1100K	Circs	\$	5,500.00
Level 6	1101K - 1350K	Circs	\$	6,500.00

### Aquisitions or Serials

Level 1	1-150k	Circs	\$	1,000.00
Level 2	151-350k	Circs	\$	1,500.00
Level 3	351k-600k	Circs	\$	2,500.00
Level 4	601k-850k	Circs	\$	5,000.00
Level 5	851K- 1100K	Circs	\$	7,500.00
Level 6	1101K - 1350K	Circs	\$	10,000.00

### Consulting Options

25 hour Premier Package:

1. Policy Profiling preparation (internal – 1 hour to prepare policychart)
2. Initial Policy Profiling (5 hours)
3. Batch Policyload (internal - 6 hours)
4. Data Test Load Review (1 day – 3 hours)
5. Final System Configuration (2 days – 8 hours)
6. Remote Go-Live assistance (2 hours)

\$ 4,375.00

15 hour Standard package:

1. Policy Profiling preparation (internal – 1 hour to prepare policychart)
2. Initial Policy Profiling (1 day – 4 hours)
3. Create libraries and run the make users and auto.pl reports (internal - 1 hour)
4. Data Test Load Review (1 day – 3 hours)
5. Final System Configuration (1 day – 6 hours)

\$ 2,625.00

## SCHEDULE 13B

### Academic and Special Library Add-On Pricing

#### Pricing for Add-on Academic and Special Libraries with less than 1,000,000 Titles

SirsiDynix Symphony Software*				<i>per title</i>				
SirsiDynix Symphony Software*				First Year	Second Year			
SirsiDynix ILS (Dynix, Horizon, Unicorn, Symphony) + Campus (per title)				0.050	0.050			
Non-SirsiDynix ILS:				0.045	0.045			
				Non-SirsiDynix				
				Customer Discount	Standard (bib/item, auth, circ)	Deluxe (Standard + acq, ser)		
				First Year	Second Year	First Year	Second Year	
Data Migration	Level	Titles	Titles					
	Level 1	1-10k	Titles	0%	\$ 14,500.00	NA	17,500	NA
	Level 2	10-50k	Titles	10%	\$ 17,000.00	NA	\$ 20,000	NA
	Level 3	51k-100k	Titles	15%	\$ 20,000.00	NA	\$ 22,500	NA
	Level 4	101k-250k	Titles	20%	\$ 22,500.00	NA	\$ 25,000	NA
	Level 5	251K- 500K	Titles	25%	\$ 25,000.00	NA	\$ 27,500	NA
	Level 6	501K - 1000K	Titles	30%	\$ 27,500.00	NA	\$ 30,000	NA
Additional Discounts				First Year	Second Year	First Year	Second Year	
	Year 1	15% off data migration				-15%	NA	
Sample Scenarios				First Year	Second Year	First Year	Second Year	
	SirsiDynix ILS, 50k Titles, Standard Migration			\$	19,500	\$	2,500	
	Non-SD ILS, 50k Titles, Deluxe Migration			\$	13,250	\$	2,250	
	SirsiDynix ILS, 100k Titles, Deluxe Migration			\$	27,500	\$	5,000	
	Non-SD ILS, 100k Titles, Standard Migration			\$	24,500	\$	4,500	
	SirsiDynix ILS, 250K Titles, Standard Migration			\$	35,000	\$	12,500	
	Non-SD ILS, 250K Titles, Standard Migration			\$	33,750	\$	11,250	
	SirsiDynix ILS, 500K Titles, Deluxe Migration			\$	52,500	\$	25,000	
	Non-SD ILS, 500K Titles Deluxe Migration			\$	50,000	\$	22,500	
	SirsiDynix ILS, 1000K Titles, Deluxe Migration			\$	80,000	\$	50,000	
	Non-SD ILS, 1000K Titles, Deluxe Migration			\$	75,000	\$	45,000	
Notes to Pricing								

1. If there is no data to migrate, the software cost will be based on estimated titles with a minimum of \$5000 per institution and \$2500 annually.
2. The pricing for a large library (>1000k titles) wishing to join SWAN, such as Consolidated Computer Services, would be separately negotiated.

## À la carte Pricing for Optional Migration Services for Academic and Special Libraries with less than 1,000,000 titles

### Marc Dataload

Level 1	1-10k	Titles	\$	2,500.00
Level 2	11k-50k	Titles	\$	5,500.00
Level 3	51k-100k	Tites	\$	8,500.00
Level 4	101k-250k	Titles	\$	11,000.00
Level 5	251K- 500K	Titles	\$	13,500.00
Level 6	501K - 1000K	Titles	\$	16,500.00

### Patron Dataload

Level 1	1-10k	Titles	\$	1,500.00
Level 2	11-50k	Titles	\$	2,500.00
Level 3	51k-100k	Tites	\$	3,500.00
Level 4	101k-250k	Titles	\$	4,500.00
Level 5	251K- 500K	Titles	\$	5,500.00
Level 6	501K - 1000K	Titles	\$	6,500.00

### Transaction Dataload

Level 1	1-10k	Titles	\$	1,500.00
Level 2	11-50k	Titles	\$	2,500.00
Level 3	51k-100k	Tites	\$	3,500.00
Level 4	101k-250k	Titles	\$	4,500.00
Level 5	251K- 500K	Titles	\$	5,500.00
Level 6	501K - 1000K	Titles	\$	6,500.00

### Aquisitions or Serials

Level 1	1-10k	Titles	\$	1,000.00
Level 1	11-50k	Titles	\$	1,500.00
Level 2	51k-100k	Tites	\$	2,500.00
Level 3	101k-250k	Titles	\$	5,000.00
Level 4	251K- 500K	Titles	\$	7,500.00
Level 5	501K - 1000K	Titles	\$	10,000.00

### Consulting Options

#### 25 hour Premier Package:

1.	Policy Profiling preparation (internal – 1 hour to prepare policychart)		
2.	Initial Policy Profiling (5 hours)		
3.	Batch Policyload (internal - 6 hours)		
4.	Data Test Load Review (1 day – 3 hours)		
5.	Final System Configuration (2 days – 8 hours)		
6.	Remote Go-Live assistance (2 hours)	\$	4,375.00

#### 15 hour Standard package:

1.	Policy Profiling preparation (internal – 1 hour to prepare policychart)		
2.	Initial Policy Profiling (1 day – 4 hours)		
3.	Create libraries and run the make users and auto.pl reports (internal - 1 hour)		
4.	Data Test Load Review (1 day – 3 hours)		
5.	Final System Configuration (1 day – 6 hours)		
		\$	2,625.00

# SCHEDULE 13C

## School Library Add-On Pricing

### Pricing for Add-on School Libraries with less than 100 Schools

				<i>per school</i>			
SirsiDynix Symphony Software*				First Year	Second Year		
SirsiDynix ILS (Dynix, Horizon, Unicorn, Symphony) + Branches					650	650	
Non-SirsiDynix ILS:					450	450	
				Non-SirsiDynix Customer Discount			
				<i>Standard (bib/item, auth, circ)</i>		<i>Deluxe (Standard + acq, ser)</i>	
Data Migration				First Year	Second Year	First Year	Second Year
Level 1	1-5 libraries	Schools		0%	3500 NA	\$ 5,000.00	NA
Level 2	5-20 libraries	Schools		10%	\$ 5,000	NA \$ 7,500.00	NA
Level 3	21-40 libraries	Schools		15%	\$ 7,500	NA \$ 10,000.00	NA
Level 4	41-60 libraries	Schools		20%	\$ 10,000	NA \$ 12,500.00	NA
Level 5	61-80 libraries	Schools		25%	\$ 12,500	NA \$ 15,000.00	NA
Level 6	81 - 100 lib.	Schools		30%	\$ 15,000	NA \$ 17,500.00	NA
Additional Discounts						First Year	Second Year
Year 1	15% off data migration					-15%	NA
Sample Scenarios						First Year	Second Year
SirsiDynix ILS, 20 Schools, Standard Migration						\$ 18,000	\$ 13,000
Non-SD ILS, 20 Schools, Deluxe Migration						\$ 16,500	\$ 9,000
SirsiDynix ILS, 40 Schools, Deluxe Migration						\$ 36,000	\$ 26,000
Non-SD ILS, 40 Schools, Standard Migration						\$ 25,500	\$ 18,000
SirsiDynix ILS, 60 Schools, Standard Migration						\$ 49,000	\$ 39,000
Non-SD ILS, 60 Schools, Standard Migration						\$ 37,000	\$ 27,000
SirsiDynix ILS, 80 Schools, Deluxe Migration						\$ 67,000	\$ 52,000
Non-SD ILS, 80 Schools, Deluxe Migration						\$ 51,000	\$ 36,000
SirsiDynix ILS, 100 Schools, Deluxe Migration						\$ 82,500	\$ 65,000
Non-SD ILS, 100 Schools, Deluxe Migration						\$ 62,500	\$ 45,000
Notes to Pricing							

1. If there is no data to migrate, the software cost will be \$5000 per institution and \$500 annually.
2. The pricing for a large library (>100 schools) wishing to join SWAN would be separately negotiated.

## À la carte Pricing for Optional Migration Services for School Libraries with less than 100 Schools

### Marc Dataload

Level 1	1-5 libraries	Schools	\$	2,500.00
Level 2	5 - 20 libraries	Schools	\$	5,500.00
Level 3	21-40 libraries	Schools	\$	8,500.00
Level 4	41-60 libraries	Schools	\$	11,000.00
Level 5	61-80 libraries	Schools	\$	13,500.00
Level 6	81 - 100 libraries	Schools	\$	16,500.00

### Patron Dataload

Level 1	1-5 libraries	Schools	\$	1,500.00
Level 2	6-20 libraries	Schools	\$	2,500.00
Level 3	21-40 libraries	Schools	\$	3,500.00
Level 4	41-60 libraries	Schools	\$	4,500.00
Level 5	61-80 libraries	Schools	\$	5,500.00
Level 6	81 - 100 libraries	Schools	\$	6,500.00

### Transaction Dataload

Level 1	1-5 libraries	Schools	\$	1,500.00
Level 2	6-20 libraries	Schools	\$	2,500.00
Level 2	21-40 libraries	Schools	\$	3,500.00
Level 3	41-60 libraries	Schools	\$	4,500.00
Level 4	61-80 libraries	Schools	\$	5,500.00
Level 5	81 - 100 libraries	Schools	\$	6,500.00

### Aquisitions or Serials

Level 1	1-5 libraries	Schools	\$	1,000.00
Level 2	6-20 libraries	Schools	\$	1,500.00
Level 2	21-40 libraries	Schools	\$	2,500.00
Level 3	41-60 libraries	Schools	\$	5,000.00
Level 4	61-80 libraries	Schools	\$	7,500.00
Level 5	81 - 100 libraries	Schools	\$	10,000.00

### Consulting Options

25 hour Premier Package:

1. Policy Profiling preparation (internal – 1 hour to prepare policychart)
2. Initial Policy Profiling (5 hours)
3. Batch Policyload (internal - 6 hours)
4. Data Test Load Review (1 day – 3 hours)
5. Final System Configuration (2 days – 8 hours)
6. Remote Go-Live assistance (2 hours) \$ 4,375.00

15 hour Standard package:

1. Policy Profiling preparation (internal – 1 hour to prepare policychart)
2. Initial Policy Profiling (1 day – 4 hours)
3. Create libraries and run the make users and auto.pl reports (internal - 1 hour)
4. Data Test Load Review (1 day – 3 hours)
5. Final System Configuration (1 day – 6 hours) \$ 2,625.00

# SCHEDULE 13D

## Pricing for Exit Services for SWAN Consortium Libraries

<b>Remote access/export</b>	
Remote access/export of Bib/Authority Module Data	\$ 2,100.00
Remote access/export of Patron/Circulation Module Data	\$ 1,400.00
Remote access/export of Acquisition Module Data	\$ 2,100.00
Remote access/export of Serial Control Module Data	\$ 2,100.00
Services Management	\$ 300.00
Data Services - Remote access/additional test export (any module)	\$ 1,000.00

<b>Removal services/consulting</b>	
Library Removal with no data	\$ 1,200.00
Library Removal with Circulation and Bib Data	\$ 2,400.00
Library Removal with Acquisitions and Serial Data	\$ 3,600.00
Extraction of Bib Records	\$ 300.00
Extraction of User Records	\$ 300.00
Removal or Modification of MARC Holding Records	\$ 600.00
Rebuilding of Indexes	\$ 1,200.00

# Schedule 9: SWAN BLUEcloud priorities

For the May 2025 – April 2027 SWAN agreement period.

<b>Circulation</b>	<b>Description</b>	<b>SirsiDynix Response</b> (Carla Clark, Product Manager for BLUEcloud Circulation, and Hilary Prisbylla, Product Manager for BLUEcloud Acquisitions and Cataloging)
<b>Top five priorities of SWAN identified by the Circulation Working Group of nine libraries</b>		
<b>Single Sign-On</b>	BLUEcloud single sign-on (SSO) works, but this will need to be configured with SWAN and updated to our identity service provider when we are ready.	Noted, we are ready to assist when you are ready.
<b>Add Duplicate Check Button for patrons</b>	This is available showing name and phone number, but we also need birthdate.	Yes, this can be done in the 2-year window.
<b>Create Hold Wrappers</b>	Hold slips are here, need the vertical print to be able to use this at our libraries	Vertical text is coding right now, we hope to release with 25.05 or sooner.
<b>View Last Patron in items</b>	We would like to see this functionality for an item that is on a patron's account. Currently you will only get this information if you do a catalog search.	Yes, this can be done in the 2-year window.

<b>Credit Card integration</b>	SWAN currently utilizes BLUEcloud Commerce with the merchant account with ProPay. SWAN libraries utilize the ProPay magnetic swipe integration with Symphony WorkFlows, which functions well, but is 10 years behind the standard of EMV/chip & PIN. The payment integration required for BLUEcloud Circulation would need to include EMV but also the "tap to pay" option. The NFC reader option should also have some function with phone payment apps, such as Apple Pay.	Two things: 1) ProPay does support those options, but we'll need to do some work on our side to support them and 2) Cash Management support is a BIG item in the 2026 roadmap. We'll need to include payment service provider options as part of this. So, no target date yet, but we'll start looking into options later this year or early next.
<b>Signature Pad Integration</b>	SWAN has integration with Topaz model devices that have been in place for 10 years. These devices are used within the card registration process to have patrons prompted to acknowledge and digitally sign their responsibility for a card. BLUEcloud Circulation should have some ability to capture a digital signature, either using a touch screen or some acknowledgement similar to payment kiosks using EMV with display screens. Symphony ILS is storing the digital signature image and can be viewed on the patron user account by library staff.	Let's call this a "Probably" will do - I would like to see if we can leverage QZ Tray for this, since it is designed to manage peripherals.
<b>Additional must-have BLUEcloud Circulation features identified by SWAN staff</b>		
<b>Add an override to checkout items that are currently checked out</b>	Current functionality provides a warning window that allows user to continue but does not require an override.	We will investigate.
<b>Filter item searches to only your library</b>	Library staff want to choose their library prior to a search. The function is available in Patron Search	Yes, this can be done in the 2-year window.

<b>Place hold on items without call numbers</b>	Not all of our Acquisitions libraries create on-order items when they place their orders. WorkFlows allows a hold to be placed on a record as long as there is an order. BLUEcloud Circulation does not have this functionality.	This will require more investigation.
<b>RFID Integration</b>	22 SWAN libraries utilize RFID from vendors like EnvisionWare, Bibliotheca & TechLogic. RFID-enabled libraries prefer to use WorkFlows' direct integration to scan a stack of items with RFID tags for check-out or check-in purposes.	Integration with Bibliotheca is in progress, we hope to release with 25.05 or sooner. Envisionware should follow. TechLogic is on the roadmap.
<b>Ability to see what the “pickup by” date is when the item is available</b>	List of holds has an Expiration Date column however it seems that is the "Pickup By" date. The Expiration Date in Symphony is the date the hold expires.	Tell us more - what is the context here, Holds Pull List, Holds Shelf, or list of Holds on the Patron record? I think this is doable but need to know more.
<b>Acquisitions</b>	<b>Description</b>	
<b>Must-have features identified by SWAN staff. Please note, three SWAN libraries are using BLUEcloud Acquisitions in SWAN's BLUEcloud Staff production environment.</b>		
<b>Import EDIFACT invoices with invoice lines linked to funds for shipping and VAS charges</b>	The ability to link invoice lines to funds was just added, but we also need these invoice lines linked to funds to be supported through EDIFACT invoicing. This is very critical for our libraries, and many will be unable to use EDIFACT invoicing until this is implemented.	No story or enhancement currently
<b>Prorate invoices</b>	Libraries need to be able to prorate lines like shipping by copy or line, just like in WorkFlows. We also need this to be supported for EDIFACT invoicing.	No story or enhancement currently

<b>Apply a template to multiple titles in a selection list with one click.</b>	<p>Right now, selectors must select each item to order one at a time, click the Select Item button, and the template is applied to that title.</p> <p>The requested update would allow selectors to select multiple titles at a time (each title has a checkbox next to it), then click a new button - Select Items - and the template would be applied to all titles at once.</p>	No story or enhancement currently
<b>Ability to edit bibliographic records when using Lookup Title feature before importing metadata to order.</b>	<p>When creating an order and using the Lookup Title feature, you can import bibliographic metadata, but you cannot edit it first. We require certain MARC tags in all imported bibs, and right now staff are having to enter these in WorkFlows. We would like the ability to insert MARC tags right from this screen to accommodate local cataloging procedures and simplify workflow for staff.</p>	No story or enhancement currently
<b>Multi-title purchase orders</b>	<p>Right now, there is a one-to-one relationship between title and order. Our libraries would benefit from having a purchase order that contains many order lines/titles ordered.</p>	This is planned but we cannot guarantee that it will happen in the next 2 years
<b>Cataloging</b>	<b>Description</b>	
<b>Must-have BLUEcloud Cataloging features identified by SWAN staff</b>		
<b>Batch record import</b>	<p>The ability to import batch MARC records for order records exists in BLUEcloud Acquisitions, but there is no current functionality to batch import records in BLUEcloud Cataloging. We use a third-party to export and import enhanced bibliographic records.</p>	This is planned but we cannot guarantee that it will happen in the next 2 years

<b>Item maintenance user interface</b>	The BLUEcloud Cataloging user interface is not very conducive to working with records. It must be able to allow the moving or the hiding of columns to focus on the bibliographic record. Navigating from item maintenance to the bibliographic record requires returning to the hitlist and re-selecting the record. The Cataloging interface overall needs to be less cumbersome to the user.	This is planned but we cannot guarantee that it will happen in the next 2 years
<b>Implementation of item templates</b>	The ability to use Item Templates needs to exist in BLUEcloud Cataloging for Cataloging Staff to be able to utilize these item templates. The functionality currently exists within Acquisitions, but a staff member should not have to be an acquisitions person to use this function.	This depends on updates to the Item Maintenance user interface
<b>Transfer items and call numbers</b>	The Symphony Transfer function provides the ability to move items and call numbers, and by extension delete unused bibliographic records. This function does not appear to exist within BLUEcloud Cataloging.	This is under consideration but we cannot guarantee that it will happen in the next 2 years
<b>Record merging and replace within Symphony</b>	Record merging/replace should include the ability to transfer data between two records in Symphony.	Not currently planned
<b>Dynamic indexing</b>	The Symphony function of Dynamic indexing of add/edits/deletes does not exist within BLUEcloud Cataloging.	This is under consideration but we cannot guarantee that it will happen in the next 2 years
<b>Edit item/call number library</b>	Item Library and Call Number Library are uneditable, but we need to be able to make changes to these fields as a consortium.	This is under consideration but we cannot guarantee that it will happen in the next 2 years

<b>Need BLUEcloud module for managing authority database</b>	There is access to Symphony's authority database that houses authority records for authentication. This functionality is needed in BLUEcloud Cataloging to ensure that authorized headings are utilized within our database. Required authority functionality includes batch import, editing, creation, and deletion of authority files. We also require the ability to view authorization status of bibliographic headings within the catalog record view.	This is under consideration but we cannot guarantee that it will happen in the next 2 years
<b>Ability to lock editing of specific MARC tags and control fields</b>	The Symphony function for locking certain MARC tags/field to prevent people from deleting important tags like the 001 or 003 does not appear to exist in BLUEcloud Cataloging. The option is they either can delete MARC tags or not delete MARC tags. There is no way to narrow down the field or tag.	Not currently planned
<b>Improvements to and transparency in BLUEcloud Search, esp. ISBN, UPC, and other standard number searching</b>	<p>In WorkFlows, a Standard Number search searches across ISBN, UPC, and other standard numbers. In BLUEcloud Cataloging, you have to be very granular with selecting what field you are searching. It would be ideal to search across fields using a larger "Standard Number" blanket search.</p> <p>ISBN and UPC fields that begin with  z (marks the number as invalid) are not appearing in searches for those numbers. While it is important in Acquisitions that these numbers are not utilized for creating orders lines, it is important in Cataloging for these records to appear in results.</p>	BLUEcloud Search Core, the full replacement for the existing Search in BLUEcloud, is in active development

<b>Browse searching, including navigation of index terms</b>	Browse searching needs to provide the ability to browse on bibliographic headings as functioning in Symphony WorkFlows.	BLUEcloud Search Core, the full replacement for the existing Search in BLUEcloud, is in active development
<b>MARC Listener and new records</b>	The Symphony function MARC Listener is used for importing new records into the bibliographic database. SWAN adopted MARC Listener to bring down the number of duplicate bibliographic records being created. This functionality does not exist in BLUEcloud Cataloging. In BLUEcloud Cataloging, users must rely on Z39.50 connections to OCLC Connexion instead of being able to work in Connexion and send the record to BLUEcloud Staff. If BLUEcloud works off of Symphony, and a record is imported into Symphony via MARC Listener, we need to ensure that the record can be found in BLUEcloud Cataloging with a search (see Dynamic indexing).	This will depend upon other stories for dynamic indexing and batch import, we cannot guarantee it in the next 2 years
<b>Mandatory fields</b>	Fields such as the 245 should have the ability to be marked as mandatory so that records cannot be committed to the database without data in them.	This is under consideration but we cannot guarantee it in the next 2 years

# SWAN Library Services

## General Ledger

July 1, 2023 - June 30, 2024

Date	Reference	Journal	Description	Beginning Balance	Current Amount	Period End Balance
<b>5440 Library Services Platform</b>				0.00		
07/01/23		Prepays	To reverse FY23 prepays - Bywater		73,312.50	
07/01/23		Prepays	To reverse FY23 prepays - SirsiDynix		366,524.03	
07/01/23		Prepays	To reverse FY23 prepays - Ebsco		62,757.00	
07/01/23		Prepays	To reverse FY23 prepays - Ebsco		115,580.00	
07/01/23		Prepays	To reverse FY23 prepays - Library Pass		1,856.92	
07/01/23		Prepays	To reverse FY23 prepays - Library Pass		6,509.18	
07/01/23		Prepays	To reverse FY23 prepays		(366,524.03)	
07/01/23		Prepays	To reverse FY23 prepays		(62,757.00)	
07/01/23		Prepays	To reverse FY23 prepays		(115,580.00)	
08/17/23		9963	IHLS-OCLC - FY24 OCLC		306,099.09	
09/30/23		50555	SirsiDynix, Inc. - Web services connector installation		8,930.00	
11/15/23		10168	EBSCO Information Services - ADD - Open Athens		2,500.00	
11/15/23		10168	EBSCO Information Services - ADD - Discovery Srvs.		2,000.00	
12/13/23		10243	Pantheon Systems, Inc. - 12 of 36 months		7,375.00	
12/31/23		50568	First Bankcard - Google play		25.00	
05/01/24		51091	ByWater Solutions - Aspen support & hosting		16,291.70	
05/01/24		51091	ByWater Solutions - Aspen support & hosting		81,458.30	
05/01/24		51091	ByWater Solutions - LiDA support & hosting		766.70	
05/01/24		51091	ByWater Solutions - LiDA support & hosting		3,833.30	
05/01/24		51091	ByWater Solutions - LiDA implementation		1,917.00	
05/20/24		51095	SirsiDynix, Inc. - Annual Maint.		358,418.81	
05/20/24		51095	SirsiDynix, Inc. - Credit Memo 1181 12/12/23		(40,850.04)	
06/30/24		YE7	To record effect of GASB 96 - SBITAs		(436,614.63)	
<b>Totals for 5440</b>					<u>393,828.83</u>	<u>393,828.83</u>
<b>Report Total</b>						<u><u>393,828.83</u></u>

**\*OUT OF BALANCE\***

**Net Profit/(Loss)**

Current Period	<u>436,614.63</u>
Year-to-Date	<u><u>(393,828.83)</u></u>

Distribution count = 23



## **GASB 96** **Common Subscription Agreements**

With the increasing prevalence of software-based technology arrangements (SBITA), GASB 96 seeks to provide:

- Transparency - Better meet the information needs of financial statement users by disclosing right-to-use assets and future SBITA liabilities
- Comparability - Improve comparability of financial statements by establishing uniform guidance for SBITA reporting
- Consistency - Apply consistent accounting practices with GASB 87 (Leases) and GASB 51 (Accounting for Intangible Assets)

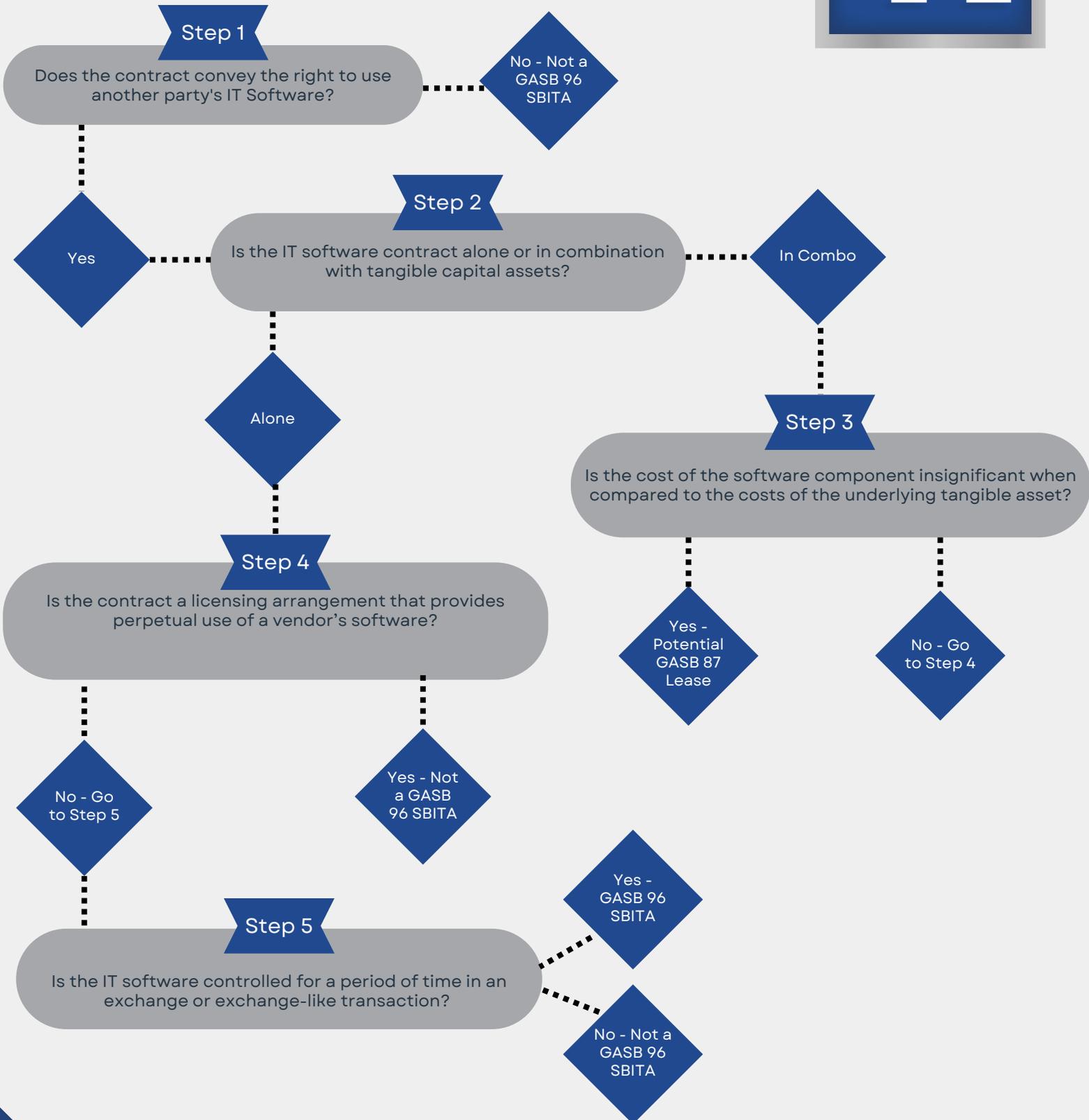
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### **Common SBITA's In Government**

- Accounting & ERP Software's
- Recreation Software (i.e. RecTrac/Activenet)
- Records Management Systems (i.e. Police Dept.)
- HR Management Systems
- Debt Book
- Budget Software
- 911 and Emergency Dispatch
- Water & Electric Utility Metering
- Email, Calendar & Office Tools
- Muni-code (i.e. minutes and agendas)
- Data Backup and Storage
- Remote Learning Platforms
- Student Information Systems
- Amazon Web Services (AWS)
- Library Management Systems
- Teacher Evaluation Systems
- Career Planning Sites
- Content Management Systems
- Professional Development Tracking
- Emergency Notification Systems
- Server Hosting Services
- Cloud Storage
- Email Services
- Data Backup
- E-books
- Body Camera Imaging Systems



## GASB 96 Decision Tree





## **GASB 96** **Common Subscription Exceptions**

With the increasing prevalence of software-based technology arrangements (SBITA), GASB 96 seeks to provide:

- Transparency - Better meet the information needs of financial statement users by disclosing right-to-use assets and future SBITA liabilities
- Comparability - Improve comparability of financial statements by establishing uniform guidance for SBITA reporting
- Consistency - Apply consistent accounting practices with GASB 87 (Leases) and GASB 51 (Accounting for Intangible Assets)

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### **Common GASB Statement No. 96** **SBITA Exceptions**

- Short-term SBITAs
  - maximum possible term under the SBITA contract of 12 months (including any options to extend, regardless of their probability of being exercised)
  - Subscription payments for short-term SBITAs are recognized as outflows of resources (i.e., as an expense)
- Internally created software
- Contracts that provide solely maintenance, support or training IT services
- Perpetual software licenses
  - Example: Excel version 95 that might still be hanging around
- Contracts with cancellable terms where the government or the IT vendor has the option to terminate the subscription without permission from the other party
- Contracts where the IT software component is insignificant when compared to the costs of the tangible capital asset