PIA PACKET

SUNY Learning Network Program Information and Participating Institution Agreement (PIA)
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**INTRODUCTION**

The Policy Advisory Committee (PAC) was established by Chancellor Ryan in January 2006 to provide recommendations regarding the focus and direction of the SUNY Learning Network. The PAC established a Technical Subcommittee to inform its work.

Chancellor Ryan accepted these recommendations from the PAC in June 2006:

1. SLN maintain Lotus Notes platform for 36 months from June 1, 2006 to June 1, 2009.
2. During that 36 month period only minimal enhancement of Lotus Notes to take place (i.e. grade book).
3. SUNY immediately begin negotiations with Angel Learning Systems to replace Lotus Notes as the SLN single-endorsed platform.
4. SUNY renegotiate its state contract with BlackBoard/WebCT to lower costs to those colleges who will independently remain with this software.
5. Establish a complete cost menu of support services (with enhancements), which can be purchased by campuses including:
   - Help Desk
   - Marketing and Promotion
   - Faculty Training
   - Research on effectiveness
   - Collaborative consultation
   - Hosting National Conference

In response to these recommendations, the SUNY Learning Network (SLN) and the Information Technology Exchange Center (ITEC) have developed the service offerings described in this document to support the implementation and ongoing operation of online learning activities within SUNY that use the ANGEL Learning Management System (LMS). The services and associated fee structure were developed so that they could be easily extended and adapted to support other learning management systems in the future, e.g., BlackBoard, WebCT.

**SLN ANGEL Pilot**

In October 2006, SLN and ITEC stepped up migration activities by launching the first SLN ANGEL pilot project supporting three campuses in migrating SLN “Classic” courses from the LotusNotes platform to ANGEL. These pilot courses were successfully delivered to SUNY students during the Spring 2007 semester.

As a result of the planning, application testing and implementation experience gained during the initial SLN ANGEL pilot, the SLN and ITEC are now ready to roll out the services described in this PIA Packet. Because it is recommended that a campus planning to implement ANGEL begin with a pilot project, the SUNY Learning Network is now planning another SLN ANGEL pilot. This pilot will support ANGEL course development and/or migration for delivery to SUNY students in the Fall 2007 semester.
GETTING STARTED

The SLN PIA Packet provides information and forms needed to:

1. Request services offered by the SUNY Learning Network (SLN) and the Information Technology Exchange Center (ITEC) that support online learning using the ANGEL Learning Management System (LMS)

2. Request campus-wide software licensing for the ANGEL Learning Management System (LMS) and ePortfolio available through the SUNY/ANGEL Master Agreement (NYS Contract CM00842)

1. To request SLN and ITEC services that support online learning using the ANGEL Learning Management System (LMS), complete the SLN PIA (page 5) and the SLN Request for Services form (page 7).

SLN and ITEC service offerings are optional and available to any SUNY institution.

2. To request campus-wide software licensing for the ANGEL LMS and ePortfolio per terms and conditions of the SUNY/ANGEL Master Agreement, complete the SUNY/ANGEL Learning Contract PIA (page 15).

Participation in the SUNY/ANGEL Learning Contract is voluntary and open to any SUNY institution. Campus-wide licensing of the ANGEL LMS is required to support the development and delivery of web-enhanced, blended or hybrid courses. The option to license the ANGEL LMS for only fully asynchronous courses is available by requesting “Group B” services from SLN (page 7).

Submit completed forms to:

Gerard Marino
Business Manager
SUNY Learning Network
State University Plaza
Albany, NY 12246

Telephone: 518.443.5331
Fax: 518.443.5167
E-mail: slninfo@sysadm.suny.edu
NAME OF PARTICIPATING INSTITUTION (PI) ________________________________________________

The SUNY Learning Network (SLN) and the Information Technology Exchange Center (ITEC) offer services to support online learning at the participating institution (PI). Services available under this PIA are optional and support online learning using the ANGEL Learning Management System.

SUMMARY OF SUPPORT SERVICES (see page 8-9 for description of services)
SLN will provide these services:
- Membership
- Training & Professional Development
- End User HelpDesk (extended hours but not 24/7)

ITEC will provide University Hosting for the ANGEL LMS.

THE PARTICIPATING INSTITUTION AGREES TO THE FOLLOWING:
1. **Term:** This PIA shall take effect on the date of execution and remain in effect through June 30, 2010.

2. **Service Changes:** During the term of this agreement, the PI can make these service changes:
   - PI initially selecting campus-wide service options 1-4 (Group A) may add services in that group.
   - PI initially selecting service option 5 (Group B) to support only fully asynchronous courses may change to Group A service options 1-4.
   - PI may add any new service that becomes available through SLN or ITEC.

3. **Annual Fee & Payment:**
   - The PI agrees to pay the annual fee for services in accordance with the pricing and fee structure set forth by the respective governing bodies of SLN and ITEC. Membership in these governing bodies includes representation from participating institutions.
   - Annual billing will be based on services provided from July 1 though June 30; fees will be prorated for services provided for a partial fiscal year.
   - Charges for year one will accrue as of July 1, 2007 or the execution date of the SLN PIA, whichever is later.
   - Invoice for services will be sent to the Online Learning Coordinator; payment is due within 30 days.
   - When possible, state-operated campuses will submit payment by JV from any state funding source except an IFR to minimize IFR overhead charges incurred by SLN for payment made from IFR funds or by check.

4. **Campus Support**
   - The PI agrees to maintain reasonable levels of campus staff with appropriate skills to support:
     - instructional design needs of faculty developing and enhancing on-line courses (campus MID),
     - administration of the ANGEL LMS (ANGEL Administrator),
     - interface/integration between ANGEL LMS and other campus systems such as student information system and campus authentication system (IT staff support).
   - Please provide the name(s) of staff currently serving in these local support roles:

     Campus MID(s) ___________________________________________________

     ANGEL Administrator(s) ___________________________________________

     Information Technology Contact(s) _________________________________
SUNY LEARNING NETWORK
PARTICIPATING INSTITUTION AGREEMENT (PIA)

Name of Participating Institution

INITIAL REQUEST FOR SERVICES

Service Group & Annual Fee:
Complete the SLN Service Request form (page 7). Below, indicate the Service Group (A or B) selected. For Group A services, record total annual fee for year one.

☐ Group A: Campus-wide Services (Option 1-4) Total Annual Fee: $ __________
  • For pricing by campus, refer to the Worksheet: Annual Fee for ANGEL Implementation (by campus) – Appendix III
  • Annual fee will be prorated for services provided for partial fiscal year
  • A campus participating in the SLN Classic (LotusNotes) Program may be eligible for Special Consideration as noted below

or

☐ Group B: Fully Asynchronous Courses Only (Option 5) Total Annual Fee: $ __________
  • Institution will be billed based on actual enrollment in each fully asynchronous course. The fee for each course is calculated as: ($10 * # of course credits * # of students enrolled)

Special Consideration:
To ease the financial transition between fee structures, a campus participating in the SLN Classic (LotusNotes) Program that chooses SLN Inclusive Services (Group A, Option 3) and University Hosting (Group A, Option 5) will not pay both the SLN Classic Program fee (based on enrollment) and the SLN Inclusive Services fee (based on FTE) in the fiscal year that the campus participates in a SLN ANGEL pilot. Instead, the campus will be billed for either the SLN Classic Program fee or the SLN Inclusive Services fee, whichever is less. As a result, the campus will not pay MORE than the annual fee recorded above in the fiscal year of the SLN ANGEL pilot, but might pay less depending on the number of enrollments in SLN Classic courses during that year.

The fiscal year following participation in a SLN ANGEL pilot, the campus will pay the SLN Inclusive Services Fee as well as the SLN Classic Program fee for any remaining LotusNotes courses.

PARTICIPATING INSTITUTION

Authorized Signature __________________________ Printed Name __________________________
(President, Chief Academic Officer or Business Officer)

Title __________________________ Date of PIA Execution __________________________

Complete and submit the SLN PIA and SLN Request for Services form to:
Gerard Marino
Business Manager
SUNY Learning Network
State University Plaza
Albany, NY 12246
Telephone: 518.443.5331
Fax: 518.443.5167
E-mail: slninfo@sysadm.suny.edu
Select Services from either Group A (campus-wide) or Group B (asynchronous courses only)

**Group A:** Campus-wide Services
(Requires PI to have a campus-wide license agreement with ANGEL LMS - see pages 12, 15)

Determine annual fees using Worksheet: Annual Fee for ANGEL Implementation (by campus) - Appendix III

**SLN Services (Options 1-3)**
*Choose Option 1, 2 or 3. Find fees in Section D of Worksheet: Annual Fee for ANGEL Implementation - Appendix III*

1. Membership Only $5,000 flat fee

or 2. Selective Package

- Membership plus 1 service $3,000 + $3/FTE [$7,200 min/$21,000 max]
- Membership plus 2 services $3,000 + $6/FTE [$11,400 min/$39,000 max]

Select 2 services
- Training & Professional Development
- HelpDesk
- LMS Application Services

or 3. Inclusive Package

Membership plus all 3 services $5,000 + $6.25/FTE [$13,750 min/$42,500 max]

**ITEC Services (Option 4)**

4. Basic Hosting for ANGEL LMS $3.50/FTE [$5,000 min]

> Requires purchase of LMS Application Services offered by SLN
> Find fee in Section C of Worksheet: Annual Fee for ANGEL Implementation - Appendix III

Total Annual Fee (Group A, Options 1-4)
(enter this amount on SLN PIA)

**Group B:** Service Option 5 - supports only fully asynchronous courses using ANGEL LMS
(DOES NOT require PI to have software license agreement with ANGEL)

5. Fully Integrated Package $10/credit hour/student [$3,500 min/$42,500 max]

> Includes ANGEL licensing, Inclusive SLN Package and ITEC Basic Hosting Services
> No minimum up to 10 courses for a PI starting an online learning program
> Fee based on actual enrollment in courses. Fee for each course is calculated as:
  ($10 * # of course credits * # of students enrolled)

Total Annual Fee (Group B, Option 5)
SLN SERVICES

Membership
Online catalog of online courses for fully asynchronous courses immediately;
extended to hybrid courses in FY 2008-09
Online Marketing – to maximize web traffic to the online catalog & SUNY online learning info
Annual meetings to address a full spectrum of online learning topics
Access to research findings and materials

Training & Professional Development

Package Services
Training & professional development for faculty teaching online
Training, mentoring, professional development & support for campus MID
Access to shared repository of training materials, documentation & resources
Instructional templates
SLN MID back-up (up to two weeks per year - scheduled at least one month in advance)

Supplemental Services (additional cost – custom quote)
SLN MID backfill (beyond two weeks per year)
On-site training for campus faculty and staff
Full MID services for campuses without MIDs
Instructional Design Services: course reviews, multi-media consulting, degree program design

HelpDesk

Package Services
End User Support
Environments: SLN Domino/Notes online learning environment through June 2009
ANGEL online learning environment
Hours: Mon-Thu 8 AM-9 PM; Fri 8 AM-5 PM; Sat 1 PM -5 PM; Sun 1 PM - 9 PM

Supplemental Services (additional cost – custom quote)
Expanded hours of service (if demand warrants)

LMS Application Services  (required with university hosting through ITEC)

Package Services
Administer ANGEL instance level application settings and activities
Coordinate SUNY requests for software enhancements to ANGEL
Work with campus contacts and u-wide support center personnel as appropriate regarding:
* interface & integration of the ANGEL LMS with student information systems (SIS)
* interface & integration of the ANGEL LMS with campus authentication systems
Some ANGEL nugget development anticipated
Monitor standards and automated functions (in conjunction with ITEC)
Develop and process campus specific reports (in conjunction with ITEC)
Develop and maintain campus style sheets

Supplemental Services (additional cost – custom quote)
Administer the ANGEL LMS for a campus
ITEC SERVICES

Basic Hosting services include:

- A single ANGEL instance per Campus for production (some shared resources)
- Campus courses and other offerings contained in an individual ANGEL domain within the single ANGEL instance
- Shared bandwidth and dedicated campus disk space for database and data files to support ANGEL production instance for PI
- Application and data recovery from a hardware/software malfunction to the last full back-up
- Fully secure data transmissions
- Application maintenance & updates – e.g. patches, upgrades, new versions, etc.
- Appropriate tools to monitor campus utilization of services and resources
- Archiving of courses to DVD three times a year on dates to be determined.

Basic ANGEL Hosting services DO NOT** include:

- e-Portfolio Hosting Services (a separate pricing and support structure will be created at a later date for e-Portfolio)
- ANGEL application testing/development environment for a campus
- Automatic fail-over to hot site in case of disaster
- Support for ANGEL interface and integration with other applications, e.g., SIS, library services, Internet email (including SPAM), portal, etc.
- Directory services
- Internet email
- Special requests from a campus, e.g.,
  - point-in-time recovery/restoration of individual course content and components
  - a different level of architectural environment than is provided by Basic Hosting Services

** The cost of Basic Hosting Services does not include the services related to ANGEL hosting listed above. This is not to say that the services will not be offered in the future; only that these services need further definition and consideration. There are no technical issues that would prevent offering the services listed below.
CAMPUS SUPPORT ROLES

Maintaining reasonable levels of campus staff with appropriate skills is necessary to insure quality and success of online learning activities and programs. Below find a summary of typical qualifications and common tasks associated with the roles of a Multimedia Instructional Designer (MID) and an ANGEL Administrator. A brief description of the typical IT support role is also provided.

Because SLN and ITEC will be interacting regularly with campus support staff, the SLN PIA requests contact information for staff serving in each support role. Feel free to contact SLN if you have questions or need additional information when assigning or hiring staff for these roles.

Multimedia Instructional Designer (MID)

The campus MID provides ongoing instructional design support to faculty who are developing and/or enhancing online courses.

Desirable Qualifications:
- Master’s degree in Education, Educational Technology, Instructional Design or related
- Two year’s experience in online learning, instructional design, educational technology or directly related field

Desirable skills/knowledge:
- Computer-based instructional delivery platforms/programs
- Interactive computer communications for instructional purposes
- Teaching, training and/or staff development
- Written, presentation and interpersonal communications skills

Common tasks include:
- Works closely and collaboratively as a member of the SLN Instructional Design team, with faculty to design, develop, test, and support computer-mediated, asynchronous, blended and web-enhanced instructional courses/materials.
- Assist current online faculty by providing training, support and design assistance related to migration of courses to the ANGEL platform
- Performs specific, required tasks and procedures from term to term to support the faculty and their courses and the technology used as directed by the program
- Communicates extensively with faculty developers in person, and via phone and email
- Attends and assists with SLN regional workshops where campus faculty members are in attendance, and provides local support for SLN interactive webinars
- Conducts demonstrations, individual training sessions for faculty
- Writes documentation and instructions to assist faculty developers
- Tracks course development progress, monitors ongoing courses, and trouble shoots problems in technology and course delivery for SUNY Learning Network Courses

Information Technology (IT) Support Staff

Campus IT staff will have the knowledge and expertise needed to assist with the integration of the Learning Management System (LMS) and campus authentication systems, student information systems and other enterprise-wide systems as appropriate.
ANGEL Administrator

ANGEL Domain Administrator: ANGEL LMS hosted by ITEC (single instance/multiple domain):

The ANGEL Domain Administrator is responsible for configuring the ANGEL LMS in the campus domain to reflect campus policy, and is typically designated as one (of two) campus staff who can contact ANGEL directly for support.

Desirable skills/knowledge:
- Knowledge/understanding of institutional structure (campus/department relationships, course catalog, etc.)
- Basic instructional design background/understanding
- Basic understanding of SQL server a plus but not required
- Basic understanding of IIS and basic networking knowledge a plus but not required
- Able to work with both the administrative and instructor toolsets

Common tasks:
- Sets and modifies ANGEL environment settings to match institutional policies
- Creates and manages courses and groups
- Uploads and imports course content
- Adds news and events, and calendar entries
- Modifies application themes (style sheets, etc.)
- Advises instructors on managing courses (adding/editing content, quizzes, discussion forums, etc)
- Serves as an escalation contact for support issues
- Defines and communicates reporting requirements

ANGEL Administrator: ANGEL LMS installation at the campus

The ANGEL Administrator is responsible for configuring the ANGEL application to reflect campus policy, and is typically designated by the campus as being one (of two) campus staff who can contact ANGEL directly for support. In addition to the tasks of an ANGEL Domain Administrator, the ANGEL Administrator creates user accounts and runs SQL queries to update the ANGEL database.

Desirable skills/knowledge:
- Knowledge/understanding of institutional structure (campus/department relationships, course catalog, etc.)
- Basic instructional design background/understanding
- Intermediate SQL server knowledge a plus
- Basic understanding of IIS and basic networking knowledge a plus

Common tasks:
- Sets and modifies ANGEL environment settings to match institutional policies
- Creates and manages user accounts, courses and groups
- Uploads and imports course content
- Adds news and events, and calendar entries
- Modifies application themes (style sheets, etc.)
- Advises instructors on managing courses (adding/editing content, quizzes, discussion forums, etc)
- Serves as an escalation contact for support issues
- Writes basic SQL queries to update the ANGEL database
ANGEL LICENSING

The Master Agreement (NYS contract CM00842) between SUNY and Angel Learning, Inc. provides licensing for the ANGEL LMS and ePortfolio as a single package. In addition, the contract provides the option to separately license XEI, a software application used to support the interface and integration of ANGEL with other enterprise-wide applications such as the Student Information System (SIS) or library system.

ANGEL LMS and ePortfolio License

The contract provides two licensing options for the ANGEL LMS and ePortfolio package:
1. Campus-wide license
2. License for Fully Asynchronous Courses only (through SLN)

1. Campus-wide License

To obtain campus-wide licensing for the ANGEL LMS and ePortfolio, the PI is required to sign a Participating Institution Agreement (PIA) for SUNY/ANGEL Learning Contract (see page 15). This agreement establishes the start date for license fees and commits the campus to paying license fees from that start date through the contract’s initial five-year term which ends on December 21, 2011.

Campus-wide licensing of the ANGEL LMS is necessary to support the migration, development and delivery of web-enhanced, blended or hybrid courses. (To license only fully asynchronous courses, see #2 on the next page.

The campus-wide license covers use by authorized users which is broadly defined by ANGEL as faculty, enrolled students (both credit and non-credit), administrators, and individuals who are part of the SUNY community and who are engaging in activities consistent with the mission of SUNY, e.g., ASC and RF employees, alumni associations, volunteers and campus foundations. The number of Authorized Users of the Licensed Software is unlimited as long as the Licensed Software is not used in conjunction with programs or projects that generate revenue of any sort (other than textbook sales), directly or indirectly, for a person other than the Participating Institution (PI).

Fees for the campus-wide license are charged as a price per ANGEL FTE. ANGEL’s calculation of FTE, however, varies somewhat from the way that SUNY calculates student FTE. ANGEL FTE is calculated by taking the total number of credit hours awarded by an institution in a full year, divided by 30. At the beginning of each SUNY fiscal year, SUNY (SLN) will provide ANGEL with a list of all campuses and the credit hours awarded during the most recent year (July 1 through June 30) for which official numbers from System Administration Institutional Research are available. That list will be the basis of ANGEL’s license fees to each Participating Institution (PI) under this contract.

The annual license fee per-ANGEL FTE is discounted based on the total number of ANGEL FTE at all SUNY institutions using ANGEL, whether or not they use this contract or their own direct contract with ANGEL. Following is a table summarizing campus-wide license pricing for the initial five years of this contract.
Price Table for Campus-wide License: Contract Years 1-5

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<th>BAND</th>
<th>FROM</th>
<th>TO</th>
<th>Year 1</th>
<th>Year 2</th>
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Based on SUNY-wide licensing and use of ANGEL before the contract, SUNY began Year 1 of the contract at **Band 4**. As a result, the licensing fee for ANGEL through June 30, 2007 is $5.30 per ANGEL-FTE. This price will increase a maximum of 4.25% annually. The percentage increase will be less if SUNY moves to a higher band resulting from more institutions adopting ANGEL.

ANGEL will charge for no more than 250,000 ANGEL FTE. If SUNY exceeds that number in the aggregate, ANGEL will calculate the annual fee based on 250,000 ANGEL FTE and prorate that total among Participating institutions. For example:

Assuming SUNY’s aggregate FTE reaches 300,000 in Year 4, each campus (or PI) would pay $4.44 per ANGEL FTE calculated as:

\[
250,000 \times $5.33 = $1,332,500 \\
$1,332,500/300,000 = $4.44 \text{ per ANGEL FTE}
\]

**2. License for Fully Asynchronous Courses only (through SLN)**

The contract has a special license provision for a campus wanting to use ANGEL to support only fully asynchronous courses. Under a special license maintained by SLN, the campus pays ANGEL license fees as part of a fully integrated package provided by SLN. [See SLN PIA, Group B Services]

Much like the services provided for the SLN Classic Program, this integrated package includes required ANGEL licensing, a hosted ANGEL application environment managed by SLN, membership in SLN and all three SLN service components. (training/development, HelpDesk, LMS Application Services).
XEI License

XEI is an optional software product available through the contract. This software application is used to support the interface and integration of ANGEL with other enterprise-wide applications such as the Student Information System (SIS) or library system. **SUNY has purchased XEI, therefore the product is no charge to the campuses.**
SUNY and ANGEL Learning, Inc. ("ANGEL") have an agreement under which PI’s may obtain ANGEL software and services. The specific software and services to be provided to PI will be detailed in an Order Form. The above-named PI agrees to the following.

1. **Participation Dates:**
   - Conversion Period (if applicable):
     - Start Date: ____________________
     - End Date: ____________________
   - Effective Date of Software License: ____________________

2. **Adherence to SUNY/ANGEL Agreement:** PI acknowledges that appropriate parties at the institution are familiar with and the institution agrees to comply with the terms and conditions as set forth in the SUNY-wide ANGEL Master Agreement, CM00842. PI agrees to be bound by and comply with all terms and conditions of the Master Agreement as applicable to PI’s.

3. **Term:** This Agreement shall take effect on the date indicated above and shall remain in effect for the remainder of the initial term of the Master Agreement, unless terminated in accordance with the Master Agreement.

4. **Software:** PI is entitled to ANGEL software as provided in the Order Form and Master Agreement. Licensing is unlimited PI-wide site licensing, covering an unlimited number of authorized users.

5. **License Fees:** PI is responsible to ANGEL for annual license fees in accordance with the Master Agreement for the software specified on the Order Form or subsequent Work Orders. Such license fees entitle PI to maintenance and support directly from ANGEL.

6. **Services:** PI is responsible to ANGEL for service fees in accordance with the Master Agreement for services specified on the Order Form or a subsequent Work Order.

7. **Reports and Inspections:** PI shall, promptly upon request furnish to SUNY or to ANGEL any information reasonably requested in connection with this Agreement.

**PARTICIPATING INSTITUTION**

Signed: ___________________________________________
Printed: ___________________________________________
Title: ___________________________________________
Date: ___________________________________________

**Directions:**
1. **PIA must be signed by either the Business Officer or the Chief Academic Officer**
2. **Completed PIA should be mailed or faxed to:**
   - Gerard Marino
     - Telephone: 518.443.5331
     - Business Manager
     - Fax: 518.443.5167
     - SUNY Learning Network
     - E-mail: slninfo@sysadm.suny.edu
     - State University Plaza
     - Albany, NY 12246
APPENDICES

I. SLN Pricing Model
II. Worksheet: 2008-09 Fee for ANGEL Implementation (by campus)
APPENDIX I
SLN PRICING MODEL

The SLN services described in this PIA Packet are based on a pricing model developed in response to a directive from the Policy Advisory Committee (PAC) to provide participating institutions with a menu of services and component pricing. Below find a list of assumptions used to develop the SLN Pricing Model and a summary of the service options and fee structure.

Assumptions
- The pricing model for menu items (or service components) needs to generate enough revenue to recover costs that exceed the funding provided through the Educational Technology Initiative (ETI)
- The pricing model provides financial incentive for a campus to purchase all service components
- All participating campuses pay a membership fee; the amount of the membership fee varies depending on the number of menu items selected
- Until data is collected about actual cost, each service component will be priced the same
- Pricing for services is based on student FTE at each campus
- Minimum and maximum fee amounts have been established to reasonably distribute service costs among campuses, e.g., small campuses pay the minimum fee and large campus pay the maximum fee
- The Pricing Model can be adapted to support any learning management system, e.g., BlackBoard, WebCT, etc.

Service Options and Fee Structure
The SLN provides three basic service options:

1. **Membership only**
2. **Selective (some menu services)**
3. **Inclusive (all menu services)**

Each option includes a membership fee. The fee structure for services is based on student FTE at each campus as reported by the SUNY Office of Institutional Research. SLN Selective and Inclusive Service options each have a minimum and maximum fee.

1. **Membership Only**

<table>
<thead>
<tr>
<th>Membership fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>$5,000</td>
</tr>
</tbody>
</table>

2. **SLN Selective Services Package (Membership and one or two menu items)**

<table>
<thead>
<tr>
<th>Membership fee</th>
<th>$3,000</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>plus</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Fee for Services</strong></td>
<td><strong>Min. FTE</strong></td>
</tr>
<tr>
<td>HelpDesk</td>
<td>1,400</td>
</tr>
<tr>
<td>LMS Application Svcs</td>
<td>1,400</td>
</tr>
<tr>
<td>Training &amp; Prof Dev</td>
<td>1,400</td>
</tr>
<tr>
<td><strong>Total Cost equals the $3,000 membership fee plus Fees for selected services</strong></td>
<td></td>
</tr>
</tbody>
</table>

3. **SLN Inclusive Services Package (Membership and all three menu items)**

<table>
<thead>
<tr>
<th>Membership fee</th>
<th>$5,000</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>plus</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Fee for Services</strong></td>
<td><strong>Min. FTE</strong></td>
</tr>
<tr>
<td>HelpDesk</td>
<td>1,400</td>
</tr>
<tr>
<td>LMS Application Svcs</td>
<td>1,400</td>
</tr>
<tr>
<td>Training &amp; Prof Dev</td>
<td>1,400</td>
</tr>
<tr>
<td><strong>Total Cost equals the $5,000 membership fee plus Fee for Services</strong></td>
<td></td>
</tr>
</tbody>
</table>
Appendix II
Worksheet: Annual Fee for ANGEL Implementation (by Campus)
Effective July 1, 2008- June 30, 2009

Use this worksheet to calculate the annual fee for the implementation of ANGEL at your campus

<table>
<thead>
<tr>
<th>Campus Name</th>
<th>SUNY FTE¹</th>
<th>ANGEL FTE²</th>
<th>ANGEL License³ (Required)</th>
<th>XEI Campus License (Optional)⁴</th>
<th>ITEC Hosting (Optional)⁵</th>
<th>SLN Services (Optional - Choose One)⁶</th>
<th>TOTAL ANNUAL FEE⁷</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adirondack</td>
<td>2,490</td>
<td>2,511</td>
<td>13,208</td>
<td>0</td>
<td>0</td>
<td>9,089</td>
<td>20,563</td>
</tr>
<tr>
<td>Albany</td>
<td>15,123</td>
<td>14,635</td>
<td>76,980</td>
<td>0</td>
<td>0</td>
<td>55,199</td>
<td>42,500</td>
</tr>
<tr>
<td>Alfred</td>
<td>3,076</td>
<td>3,115</td>
<td>16,385</td>
<td>0</td>
<td>0</td>
<td>11,227</td>
<td>24,225</td>
</tr>
<tr>
<td>Binghamton</td>
<td>13,769</td>
<td>13,474</td>
<td>70,873</td>
<td>0</td>
<td>0</td>
<td>50,257</td>
<td>42,500</td>
</tr>
<tr>
<td>Brockport</td>
<td>6,966</td>
<td>7,139</td>
<td>37,551</td>
<td>0</td>
<td>0</td>
<td>25,426</td>
<td>42,500</td>
</tr>
<tr>
<td>Broome</td>
<td>4,809</td>
<td>4,725</td>
<td>24,854</td>
<td>0</td>
<td>0</td>
<td>17,553</td>
<td>35,056</td>
</tr>
<tr>
<td>Buffalo College</td>
<td>9,025</td>
<td>9,526</td>
<td>50,107</td>
<td>0</td>
<td>0</td>
<td>32,941</td>
<td>42,500</td>
</tr>
<tr>
<td>Buffalo University</td>
<td>25,567</td>
<td>25,783</td>
<td>135,619</td>
<td>0</td>
<td>0</td>
<td>93,320</td>
<td>42,500</td>
</tr>
<tr>
<td>Canton</td>
<td>2,233</td>
<td>2,285</td>
<td>12,019</td>
<td>0</td>
<td>0</td>
<td>8,150</td>
<td>18,956</td>
</tr>
<tr>
<td>Cayuga</td>
<td>2,782</td>
<td>2,753</td>
<td>14,481</td>
<td>0</td>
<td>0</td>
<td>10,154</td>
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<tr>
<td>Ceramics</td>
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<td>842</td>
<td>4,429</td>
<td>0</td>
<td>0</td>
<td>5,000</td>
<td>8,913</td>
</tr>
<tr>
<td>Clinton</td>
<td>1,404</td>
<td>1,418</td>
<td>7,459</td>
<td>0</td>
<td>0</td>
<td>5,125</td>
<td>13,775</td>
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<tr>
<td>Cobleskill</td>
<td>2,332</td>
<td>2,411</td>
<td>12,682</td>
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<td>0</td>
<td>8,512</td>
<td>19,575</td>
</tr>
<tr>
<td>Columbia-Greene</td>
<td>1,289</td>
<td>1,312</td>
<td>6,901</td>
<td>0</td>
<td>0</td>
<td>5,000</td>
<td>13,750</td>
</tr>
<tr>
<td>Cornell</td>
<td>5,748</td>
<td>7,946</td>
<td>41,796</td>
<td>0</td>
<td>0</td>
<td>20,980</td>
<td>40,925</td>
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<tr>
<td>Corning</td>
<td>3,121</td>
<td>3,136</td>
<td>16,495</td>
<td>0</td>
<td>0</td>
<td>11,392</td>
<td>24,506</td>
</tr>
<tr>
<td>Cortland</td>
<td>6,251</td>
<td>6,344</td>
<td>33,369</td>
<td>0</td>
<td>0</td>
<td>22,816</td>
<td>42,500</td>
</tr>
</tbody>
</table>

NOTES:
1. SUNY FTE used in pricing models for ITEC Hosting and SLN Services. It is Average Annual FTE provided by System Administration Institutional Research
2. ANGEL FTE used in pricing model for ANGEL License Fee. It is total credits awarded by campus in a full year divided by 30. Source Data: 2006-07 Credit Hour Report (System Adm IR)
3. Campus-wide License Cost = $5.26 * ANGEL FTE
4. Special ANGEL license available for fully asynchronous courses only - contact Gerard.Marino@suny.edu or (518) 443-5225 for more information
5. University purchased a u-wide license for XEI so this is now available to SUNY campuses at no cost.
6. ITEC Hosting Option requires subscription to SLN LMS Application Services. If ITEC Hosting is chosen, select at least Membership + 1 service in Section D: SLN Services
7. Basic Hosting Package for ANGEL LMS. Additional capacity can be purchased: Bandwidth at $30 per 5GB, Disk space at $5 per 1GB, SQL database space at $20 per 1MB
8. Assume 4.25% compound escalation to project costs for future years
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Worksheet: Annual Fee for ANGEL Implementation (by Campus) 
Effective July 1, 2008 - June 30, 2009

Use this worksheet to calculate the annual fee for the implementation of ANGEL at your campus

<table>
<thead>
<tr>
<th>Campus Name</th>
<th>SUNY FTE</th>
<th>ANGEL FTE</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>TOTAL ANNUAL FEE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delhi</td>
<td>2,311</td>
<td>2,375</td>
<td>12,493</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>19,444</td>
</tr>
<tr>
<td>Downstate</td>
<td>1,546</td>
<td>1,760</td>
<td>9,258</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>14,663</td>
</tr>
<tr>
<td>Dutchess</td>
<td>5,806</td>
<td>5,840</td>
<td>30,718</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>41,288</td>
</tr>
<tr>
<td>Empire State</td>
<td>5,067</td>
<td>7,149</td>
<td>37,604</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>41,288</td>
</tr>
<tr>
<td>Erie</td>
<td>11,547</td>
<td>11,533</td>
<td>60,664</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>82,261</td>
</tr>
<tr>
<td>ESF</td>
<td>1,675</td>
<td>1,697</td>
<td>8,926</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>15,469</td>
</tr>
<tr>
<td>Farmingdale</td>
<td>4,829</td>
<td>5,195</td>
<td>27,326</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>32,654</td>
</tr>
<tr>
<td>Fashion Institute</td>
<td>8,618</td>
<td>8,488</td>
<td>44,647</td>
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<td>0</td>
<td>0</td>
<td>53,135</td>
</tr>
<tr>
<td>Finger Lakes</td>
<td>3,552</td>
<td>3,528</td>
<td>18,557</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>27,114</td>
</tr>
<tr>
<td>Fredonia</td>
<td>5,337</td>
<td>5,412</td>
<td>28,467</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>34,983</td>
</tr>
<tr>
<td>Fulton-Montgomery</td>
<td>1,708</td>
<td>1,723</td>
<td>9,063</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>18,126</td>
</tr>
<tr>
<td>Geneseo</td>
<td>3,923</td>
<td>3,942</td>
<td>20,735</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>29,519</td>
</tr>
<tr>
<td>Geneseo</td>
<td>5,272</td>
<td>5,392</td>
<td>28,362</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>35,954</td>
</tr>
<tr>
<td>Herkimer</td>
<td>2,702</td>
<td>2,716</td>
<td>14,286</td>
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<td>0</td>
<td>0</td>
<td>26,472</td>
</tr>
<tr>
<td>Hudson Valley</td>
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<td>8,820</td>
<td>46,393</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>55,213</td>
</tr>
<tr>
<td>Jamestown</td>
<td>3,191</td>
<td>3,204</td>
<td>16,853</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>23,157</td>
</tr>
<tr>
<td>Jefferson</td>
<td>2,177</td>
<td>2,186</td>
<td>11,498</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>22,694</td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<th>Campus Name</th>
<th>SUNY FTE²</th>
<th>ANGEL FTE³</th>
<th>A ANGEL License (Required)</th>
<th>B XEI Campus License (Optional)</th>
<th>C ITEC Hosting (Optional)</th>
<th>D SLN Services (Optional - Choose One)</th>
<th>TOTAL ANNUAL FEE²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maritime</td>
<td>1,506</td>
<td>1,547</td>
<td>8,137</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>14,413</td>
</tr>
<tr>
<td>Mohawk Valley</td>
<td>4,475</td>
<td>4,447</td>
<td>23,391</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>29,850</td>
</tr>
<tr>
<td>Monroe</td>
<td>13,669</td>
<td>13,917</td>
<td>73,203</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>42,500</td>
</tr>
<tr>
<td>Morrisville</td>
<td>2,896</td>
<td>2,937</td>
<td>15,449</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>23,100</td>
</tr>
<tr>
<td>Nassau</td>
<td>18,106</td>
<td>18,128</td>
<td>95,353</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>42,500</td>
</tr>
<tr>
<td>New Paltz</td>
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<td>6,576</td>
<td>34,590</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>42,500</td>
</tr>
<tr>
<td>Niagara</td>
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<td>4,333</td>
<td>22,792</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>24,188</td>
</tr>
<tr>
<td>North Country</td>
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<td>1,091</td>
<td>5,739</td>
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<td>Old Westbury</td>
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<td>3,256</td>
<td>17,127</td>
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<td>0</td>
<td>0</td>
<td>24,188</td>
</tr>
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<td>Oneonta</td>
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<td>5,847</td>
<td>30,755</td>
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<td>0</td>
<td>36,834</td>
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<tr>
<td>Onondaga</td>
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<td>0</td>
<td>0</td>
<td>40,244</td>
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<tr>
<td>Optometry</td>
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<td>0</td>
<td>0</td>
<td>13,750</td>
</tr>
<tr>
<td>Orange</td>
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<td>22,955</td>
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<td>0</td>
<td>0</td>
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<tr>
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<td>7,405</td>
<td>38,950</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>42,500</td>
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<tr>
<td>Plattsburgh</td>
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<td>5,853</td>
<td>30,787</td>
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<td>0</td>
<td>0</td>
<td>40,681</td>
</tr>
<tr>
<td>Potsdam</td>
<td>4,231</td>
<td>4,314</td>
<td>22,692</td>
<td>0</td>
<td>0</td>
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<td>31,444</td>
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<tr>
<td>Purchase</td>
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<td>4,054</td>
<td>21,324</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>29,269</td>
</tr>
</tbody>
</table>

NOTES:
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Use this worksheet to calculate the annual fee for the implementation of ANGEL at your campus.

<table>
<thead>
<tr>
<th>Campus Name</th>
<th>SUNY FTE&lt;sup&gt;1&lt;/sup&gt;</th>
<th>ANGEL FTE&lt;sup&gt;2&lt;/sup&gt;</th>
<th>ANGEL License&lt;sup&gt;3&lt;/sup&gt; (Required)</th>
<th>XEI Campus License (Optional)&lt;sup&gt;4&lt;/sup&gt;</th>
<th>Basic (LMS) Hosting&lt;sup&gt;5&lt;/sup&gt;</th>
<th>Membership Only&lt;sup&gt;4&lt;/sup&gt;</th>
<th>Membership + 1 service&lt;sup&gt;4&lt;/sup&gt;</th>
<th>Membership + 2 services&lt;sup&gt;4&lt;/sup&gt;</th>
<th>Membership + all 3 services&lt;sup&gt;4&lt;/sup&gt;</th>
<th>NO SLN Services</th>
<th>Membership Only</th>
<th>Membership + 1 service</th>
<th>Membership + 2 services</th>
<th>Membership + all 3 services</th>
<th>TOTAL FEE&lt;sup&gt;7&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
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**NOTES:**

1. SUNY FTE used in pricing models for ITEC Hosting and SLN Services. It is Average Annual FTE provided by System Administration Institutional Research.
2. ANGEL FTE used in pricing model for ANGEL License Fee. It is total credits awarded by campus in a full year divided by 30. Source Data: 2006-07 Credit Hour Report (System Adm IR).
3. Campus-wide License Cost = $5.26 * ANGEL FTE
4. Special ANGEL license available for fully asynchronous courses only - contact Gerard.Marino@suny.edu or (518) 443-5225 for more information.
5. University purchased a u-wide license for XEI so this is now available to SUNY campuses at no cost.
6. ITEC Hosting Option requires subscription to SLN LMS Application Services. If ITEC Hosting is chosen, select at least Membership + 1 service in Section D: SLN Services.
7. Basic Hosting Package for ANGEL LMS. Additional capacity can be purchased: Bandwidth at $30 per 5GB, Disk space at $5 per 1GB, SQL database space at $20 per 1MB.
8. Assume 4.25% compound escalation to project costs for future years.