



April 22, 2017

Dr. Stanley Wilder  
T.H. Middleton Library  
Louisiana State University - Baton Rouge  
Baton Rouge, La 70803

Dear Dr. Wilder :

Elsevier appreciates and values its longstanding relationship with LSU, and sincerely regrets that differences have arisen. To help ensure that the relationship continues in a mutually beneficial way going forward, we would like to offer the following proposal. In summary, the benefits of the offer include:

- Access to the licensed ScienceDirect content for both Louisiana State University Library (LSU) and School of Veterinary Medicine Library (SVM).
- Both parties will mutually agree on the exact population, affiliation of users, defined locations and IP ranges including LSU and SVM
- The agreed upon content will be made available to all defined users at LSU and SVM. As detailed below, this content will include perpetual rights of individual purchases of either library at no additional cost. Upon completion of this process SVM will continue as a site within the revised contract.

Proposal Details:

- LSU will add a minimum of \$170,000 of additional 2017 subscriptions to their existing contract. Selection can be made from core journals and/or society journals. Journal selections must be completed by June 15, 2017. Additional swapping of like-valued subscriptions after the initial selection will be subject to existing terms of the agreement.
- LSU will agree to increase the price of Freedom Collection by \$30,000 for the 2017 subscription period.
- Content Fee percentage will continue for the remainder of the contract period at the current rate. For subscription year 2017 no additional Content Fees will be required for the additional subscriptions, and Content Fees will be applied all subscriptions beginning in the 2018 subscription period.
- Price increases for the remainder of the contract beginning in 2018 will continue as per our original proposal.

This offer provides for more than a 40% saving from the previous required investment to provide ScienceDirect services to SVM while also markedly increasing the access to ScienceDirect content for this site. Upon agreement of title selection Elsevier will provide an amendment proposal containing complete financial details of the revised financial terms.

We would like to coordinate a preliminary teleconference or a site visit, as soon as possible, to address questions and start a working relationship between our organizations. Upon confirmation and acceptance of working steps and offer details, Elsevier will start enabling access to content to SVM users and equalize access to content to both user groups as a gesture and good will for progress in a mutual agreement.

Please review the details and let me know if any questions come up. I would be glad to address them as soon as possible.

Sincerely,

Sabi Kastro  
Account Manager  
[s.kastro@elsevier.com](mailto:s.kastro@elsevier.com)  
856-281-9960 (office)  
646-465-4797 (cell)

**The discounted proposal is valid until  
\*\*\*May 31, 2017\*\*\***

This sales proposal shall remain valid until **May 31, 2017**. No legally binding obligation shall arise except by the execution and delivery of an agreement containing such terms and conditions of the proposed transaction as shall have been agreed upon by the parties. Such agreement shall be subject to final approval of the Managing Director of S&T Sales & Customer Marketing. If one of the parties decides, regardless the moment or the reason of such decision, not to continue the negotiations of the transaction no legally binding or enforceable obligation shall arise to reimburse the other party for any fees, expenses, costs or damages.