**Trainer’s Toolchest programs**

[A Tale of O:  On Being Different](http://www.trainerstoolchest.com/show_product.php?idnum=356) DVD $350; VALE price $280 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

[Diverse Teams at Work](http://www.trainerstoolchest.com/show_product.php?idnum=438)   Series DVD $595; VALE price $476 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

1. Capitalizing on the Power of Diversity
2. The Ten Characteristics for Success

[ABCs of Discrimination](http://www.trainerstoolchest.com/show_product.php?idnum=440) Series DVD $595; VALE price $476 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

1. True Colors
2. The Fairer Sex
3. Age and Attitudes
4. Linguistic Profiling
5. The Ugly Truth
6. Under Suspicion

[The Angry Eye](http://www.trainerstoolchest.com/show_product.php?idnum=294) DVD $295; VALE price $265.50 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,500

[The Eye of the Storm](http://www.trainerstoolchest.com/show_product.php?idnum=464) DVD $295; VALE price $265.50 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,500

[The Stolen Eye](http://www.trainerstoolchest.com/show_product.php?idnum=654) DVD $295; VALE price $265.50 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,500

[Wide Eyed with Jane Elliott](http://www.trainerstoolchest.com/show_product.php?idnum=1426) DVD $395; VALE price $316.00 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,500

[Walk Awhile in My Shoes](http://www.trainerstoolchest.com/show_product.php?idnum=1410) DVD $595; VALE price $476.00 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

[Sexual Harassment: Beyond the Law](http://www.trainerstoolchest.com/show_product.php?idnum=1748) Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

[Servant Leadership](http://www.trainerstoolchest.com/show_product.php?idnum=892) DVD $495; VALE price $396.00 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

[Journey Into the Heroic Environment](http://www.trainerstoolchest.com/show_product.php?idnum=147) DVD $395; VALE price $316.00 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

[Forget For Success: Walking Away From Outdated Counterproductive Beliefs And People Practices](http://www.trainerstoolchest.com/show_product.php?idnum=1281)  
DVD $595; VALE price $476.00 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

[Yes, But](http://www.trainerstoolchest.com/show_product.php?idnum=426) DVD $295; VALE price $236.00 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

[Navigating Gender Differences](http://www.trainerstoolchest.com/show_product.php?idnum=1628) Series DVD $495; VALE price $396 Streaming—Perpetual License/Unlimited Viewers (Includes DVD) $2,000

1. The Brain Game:  What’s Sex Got To Do With It
2. Talking to a Wall

# Criterion Pictures USA (CPUSA)

# \*THESE PRICES HAVE BEEN EXTENDED INTO 2015-2016 ACADEMIC YEAR\*

CPUSA represents 18 studios (including exclusively representing FOX, Paramount, Dreamworks Animation) and our library has the rights to over 15,000 motion pictures across all genres and ratings that are regularly used for education purposes. Criterion can offer Feature Films in a variety of licensing models including:

* Single Title Streaming
* DVD’s
* Streaming Platform

# Suggested Agreement Structure for VALE

* CPUSA and VALE would enter into a Master Agreement that would define pricing, terms and conditions for all members of VALE including:
  + Contracting of single digital streaming license (DSL) rights at 20% off of the list price. List price is based on but not limited to such factors as:
    - Length of use
    - Age of title
  + Contracting of DVD’s at 20% off of the list price. List price is based on but not limited to such factors as:
    - Length of use
    - Age of title
  + Contracting of DSL and DVD as a package would result in a discounted rate:
    - DSL: 20% off of the list price
    - DVD: 50% off of the list price
    - List price is base on but not limited to such factors as:
    - Length of use
    - Age of title

# Criterion On Demand

* Criterion On Demand is the only on-­‐line digital delivery platform legally providing access to Feature Films to institutions and facilities. Access is available to Colleges and Universities for education and research purposes and is made available on-­‐line allowing for streaming and DRM protected download of Feature films including use in classrooms.
  + 24/7 accesses to approximately 700 titles with additional titles added quarterly.
  + Same language subtitles provided (subject to availability)
  + 1-­‐year subscription or multi-­‐year subscription available
  + Accessed via Institution Library System using IP Authentication
  + MARC records provided at no charge

# Suggested Agreement Structure for VALE cont…

* + **Criterion On Demand Pricing**
* CPUSA is currently offering Beta pricing to Institutions that agree to a 1-­‐year subscription before November 1, 2014. Pricing to VALE member will be offered a 20% reduction to the Beta pricing until December 31, 2014. Effective January 1, 2015, pricing will be adjusted so Vale members will be offered Beta pricing until March 31, 2015. Effective April 1, 2015 Vale members will be offered a 20% reduction of the then Current list price. It should be noted that CPUSA agrees that subscription renewal rates will not be increased by more than 10% annually based on its current studio offering. The addition of a major studio to the CPUSA library (300 titles or more) may result in a price increase to renewal rates.
* Pricing is based on FTE. Pricing is as follows:

# July 31, 2014 to December 31, 2014

|  |  |
| --- | --- |
| **Student (FTE)** | **Cost** |
| 40001+ | $0.20 |
| 29001-­‐40000 | $0.27 |
| 19001-­‐29000 | $0.32 |
| 9001-­‐19000 | $0.42 |
| 5001-­‐9000 | $0.48 |
| 1-­‐5000 | $0.60 |
| Minimum Charge | $750 |

**January 1, 2015 to March 31, 2015**

|  |  |
| --- | --- |
| **Student (FTE)** | **Cost** |
| 40001+ | $0.25 |
| 29001-­‐40000 | $0.34 |
| 19001-­‐29000 | $0.40 |
| 9001-­‐19000 | $0.52 |
| 5001-­‐9000 | $0.60 |
| 1-­‐5000 | $0.75 |
| Minimum Charge | $850.00 |