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# International Management Institute, Bhubaneswar

*Shaping global leaders for tomorrow*

Date: 06.06.2016

## Note for Approval

### **Sub: Subscription to Harvard Business School Publishing Membership**

1. IMI Bhubaneswar was established in 2011 and since its inception, the Bhubaneswar campus was sharing some of the library resources from IMI Delhi library. To become self-reliant, subscription of online databases such as EBSCO and J-Gate was subscribed independently for the Bhubaneswar campus. However, most the Harvard and IVEY published cases were shared by the IMI Delhi library, which at times lead to inordinate delay in providing the requisite reading material to the students. Therefore, it was decided that to avoid such delays and to make us more self-reliant, IMI Bhubaneswar to avail membership of Harvard Business School Publishing.

2. Accordingly, proposal was called from HBSP (India office) and some of the salient of the proposal (Flag 'A') are enumerated below:-

- (a) There are two site license available:-
  - (i) Standard Site License
    - (a) Fee increase on last year fee as baseline according to Standard Site License Grid
    - (b) Year on year fee change between minus (-) 5% and capped at 20%
    - (c) 1 tier increase in usage results only a 5% increase.
  - (ii) Extended License
    - (a) Standard License + non-HBS partner collection.
    - (b) Fee calculated based on last year's per student non-HBS usage. For first year, an estimation from school is considered for calculation.
- (b) Material provided by HBSP
  - (i) Unrestricted individual HBS printed cases and notes.
  - (ii) HBR reprints, including HBR Article Collections
  - (iii) All HBSP Newsletter reprints
  - (iv) HBS press standalone book chapters
  - (v) HBSP Brief Cases
  - (vi) HBSP Color Case items

- (vii) HBS Case Videos
- (viii) HBS Multimedia Cases
- (ix) Third party case collections and article collections distributed by HBSP.


(c) Commercials

- (i) Standard Site License - US \$ 73 ✓
- (ii) Extended Site License – US \$ TBD ✓
- (iii) Ivey Starter Pack – US \$ 20 ✓

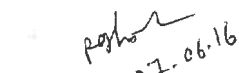
3. Based on above, the feedback of the faculty was requested and it was recommended by the faculty that institute should opt for Extended site license. Thereafter, negotiation with HBSP rep was carried out and the new proposal offered by HBSP is placed at **Flag 'B'**. The commercials offered by the HBSP for Extended Site license is US \$84.45 for each student and has agreed to give further discount of 4%. Considering, the total number of 105 students in PGDM (45 (2015-17) + 60 (2016-18)), the total financial implication stands at US \$ 8512/-.

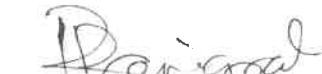
4. In view of the above, it is recommended that Institute to avail membership of HBSP under extended site licence category at a total cost of US \$ 8512/- (US Dollars Eight Thousand Five Hundred twelve only).

5. Submitted for consideration and approval of the Director.

  
Nasima Begum  
(Initiator)

  
Nitin Bhushan  
(Administration)

  
07.06.16  
Pranab Ghosh  
Manager (F & A)

  
Prof. R. K. Panigrahi  
(Chair-Library)

  
Director