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By indicating your acceptance of this Agreement, you, as the Author, agree to be bound by its terms and conditions.

ADDENDUM A

Resellers & Their Sales Models

Retail Models This section includes those Business Models commonly associated with trade Resellers.		
Sales Model	Wholesale Purchase Price Calculation	Preview Requirement
One-book, One Sale: An End User purchases a perpetual license to the Digital Media File in an a-la-carte purchase environment.	The Purchase Discount for Digital Media Files distributed pursuant to this model shall generally be as follows: 50%, 40%, or 30% dependent on the Reseller involved. Some Resellers have additional terms which may increase the Purchase Discount for specific sales (Amazon, Apple, Findaway, Google, Apple, Audible).	10% of Digital Media File
	The Wholesale Purchase Price for this model will be calculated by multiplying the Suggested Retail Price by the Trade Discount and subtracting this amount from the Suggested Retail Price.	
	Audiobook Resellers: Apple, Audible, Bolinda, (Borrowbox), De Marque, Findaway, Glose (READD, Inc.), Google Play Books, Hummingbird, Kobo Plus Audio, Kobo (Rakuten.com), Libro.fm, Snapplify, Storytel, YouScribe	
	eBook Resellers: Amazon, Apple, Ainosco, Barnes & Noble, BibliU, Bolinda (Borrowbox), Booktopia (*powered by Kobo), Chegg, De Marque, EBooks.com, Fable, Gardners, Glose (READD, Inc.), Google Play Books, Hummingbird, ITSI, Kobo (Rakuten.com), Kortext, Legible, Libreka, Libri Gmbh, Perlego, Perusall, Redshelf (Virdocs), Scribd, Snapplify, Storytel, Takealot.com (*powered by Overdrive), VitalSource, Wook (Porta Editora), YouScribe	
Unlimited Subscription Model: End Users pay a flat, monthly price to a subscription service for access to digital content until the subscription ends. A sale occurs each time an End User consumes the set threshold of a Digital Media File (no more than 20% of the Digital Media File).	The Purchase Discount for Digital Media Files distributed pursuant to this model shall generally be as follows: 50%, 40%, or 30% dependent on the Reseller involved. The Wholesale Purchase Price for this model will be calculated by multiplying the Suggested Retail Price by the Trade Discount and subtracting this amount from the Suggested Retail Price.	Up to 20% of Digital Media File
Credit-based Subscription Model (audiobook only): End Users pay a flat, monthly price to a subscription service for credits that allow them access to a fixed number of Digital Media Files per month.	 eBook Resellers: Bookmate, LitRes, Scribd The Purchase Discount for Digital Media Files distributed pursuant to this model shall generally be between 65% and 75% dependent on the Reseller involved. Some Resellers have additional terms which may increase the Purchase Discount for specific sales (Findaway). The Wholesale Purchase Price for this model will be calculated by multiplying the Suggested Retail Price by the Trade Discount and subtracting this amount from the Suggested Retail Price. 	10% of Digital Media File
Combined Portion Model (audiobook only):	Audiobook Resellers: Kobo Audio, Libro.fm, Findaway The Purchase Discount for Digital Media Files distributed pursuant to this model shall generally be between 65% and 75% dependent on the Reseller involved. Some Resellers have	No preview requirement

End Users pay a flat, monthly price to use a	additional terms which may increase the Purchase Discount	
subscription service for unlimited access to	for specific sales (Findaway).	
digital content. The Reseller aggregates		
'portions' of Digital Media Files consumed	The Wholesale Purchase Price for this model will be calculated	
by multiple End Users to determine the total	by multiplying the Suggested Retail Price by the Trade	
sales of Digital Media Files. A sale is	Discount and subtracting this amount from the Suggested	
triggered after five (5) portions of a Digital	Retail Price.	
Media File have been consumed by any		
number of End Users. A "portion" equals		
one-fifth of a Digital Media File.	Audiobook Resellers: Findaway	
Shared Pool Model:	Amounts paid to author are based on the pro-rata share of	No preview
	total content consumed in the specified period. Some	requirement
End Users pay a flat, monthly price to access	Resellers have additional terms which may increase the	
a subscription service which contributes to a	Purchase Discount for specific sales (Findaway, Audible).	
shared revenue pool.		
	Audiobook Resellers: Audible, Storytel, YouScribe, Findaway	
	eBook Resellers: Perlego, Kobo Plus, Storytel, YouScribe	

Library Models This section includes those Business Models commonly associated with Library Resellers			
Library Model	Wholesale Purchase Price Calculation	Preview Requirement	
Single-User*: One End User is allowed access to the Digital Media File at any one time.	The Purchase Discount for Digital Media Files distributed pursuant to this model shall generally be as follows: 50%, 40%, or 30% dependent on the Reseller involved. Some Resellers have additional terms which may increase the Purchase Discount for specific sales (Findaway). The Purchase Price for this model will be calculated by multiplying the Library Price by the Trade Discount and subtracting this amount from the Library Price. Audiobook Reseller: De Marque, Findaway, Hoopla (Midwest Tapes), Overdrive, Snapplify eBook Reseller: Ainosco, Bibliotheca LLC (Cloud Library, 3M), BibliU, De Marque, EBSCO, Follett/Baker & Taylor, Gardners, Hoopla (Midwest Tapes), Kortext, Mackin, Odilo, Overdrive, ProQuest, Snapplify, Wheelers Books	10% of Digital Media File	
 Pay-per-use Model**: An unlimited number of End Users may access the Digital Media Files at any given time. Profits are shared equally between the Library Reseller and the Author. 	The Purchase Discount for eBook Content distributed pursuant to this model shall generally be ninety percent 90%. Some Resellers have additional terms which may increase the Purchase Discount for specific sales (Findaway). The Purchase Discount for Audiobook Content distributed pursuant to this model shall generally be 95%. For certain Resellers, Trade Discount may be based on the duration of the Audiobook Content. The Purchase Price for this model will be calculated by multiplying the Library Price by the Trade Discount and subtracting this amount from the Library Price, and then the remaining amount will be multiplied by 50%.	No preview requirement	

Audiobook Reseller: Midwest Tapes/Hoopla, Findaway, Overdrive	
eBook Reseller: Midwest Tapes/Hoopla, OverDrive	

* This Business Model allows a library or academic institution to purchase a perpetual license to the Digital Media File.

** This Business Model allows a library or academic institution to purchase a time-limited license to the Digital Media File.

Other Institutional Sales Models This section includes those Business Models commonly associated with academic library & institutional Resellers.			
Sales Model	Wholesale Purchase Price Calculation	Preview Requirement	
Academic Rental**: Library Reseller provided limited access to libraries for 30 to 365 days.	The Purchase Discount for Digital Media Files distributed pursuant to this model is based on percentage of Suggested Retail Price and a specific time interval, and are generally as follows:	No preview requirement	
	365 days = 75% of Suggested Retail Price 180 days = 50% of Suggested Retail Price 120 days = 45% of Suggested Retail Price 90 days = 43% of Suggested Retail Price 60 days = 40% of Suggested Retail Price 30 days = 35% of Suggested Retail Price		
	The Purchase Price for this model will be calculated by multiplying the Library Price by the associated Trade Discount and subtracting this amount from the Library Price.		

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 * This Business Model allows a library or academic institution to purchase a perpetual license to the Digital Media File.

** This Business Model allows a library or academic institution to purchase a time-limited license to the Digital Media File.