

Adobe Cloud and Sign Consortium Member Proposal

Adobe Creative Cloud

The Adobe platform has recently made a push to a Named-User model from their traditional Device-License model for the Adobe Cloud Suite. ESC Region 11 is working on a consortium subscription that would allow schools to purchase licenses at a discounted rate based on pricing tiers that are in effect.

Currently, several of our small/mid-sized schools have been purchasing the Adobe suite in smaller quantities and, thus, pay a larger per-user cost. Some are paying on a per-device plan while others have made the move to the Named-User model. The proposal for our consortium model is based on the Named-User pricing.

The Named-User model allows for staff and/or students to have access to the entire Creative Cloud Suite of products, including Acrobat Pro, Photoshop, Premiere, Illustrator, and many other tools at their fingertips. The licensing even allows for at-home installation on their personal device for the full package, as long as the license is valid.

A representative from one of our Region 11 districts informed us earlier this week that they are purchasing licenses in blocks of 100, even though they are only needing licensing for roughly 40 users. At the 100-license package, the cost is set at \$25 per license for a total of \$2,500 per year, whether they are used or not.

Based on feedback from our schools, we are targeting a much higher tier from Adobe, which will allow us to bring the initial cost down to \$1,500 for that same block of 100 licenses and also allow us to help manage user imports, active directory integration, and license allocation within an administrative portal. Each school would still have administrative access to its Enterprise environment without affecting other schools.

To make this model successful for this price point, we must reach a minimum of 10 schools for participation in order to simply cover the licensing costs and overhead for this consortium. In the event that a school needs more than 100 licenses, we will be able to accommodate your needs by adding additional licenses at an even more reduced rate beyond the first 100. This reduction is possible because the setup costs and overhead fees are already taken care of within the first block.

If we are not able to secure 10 schools as part of the consortium, we are happy to direct you to our Adobe contact to help get you set up with a school license at the normal rates based on

your needs. Hopefully, we can come together and make this happen for all who want/need this suite of tools.

Adobe Sign

In addition to the Adobe Cloud Suite, we will work with Adobe to help allocate Adobe Sign transactions to your account. Adobe Sign works on a per-transaction pricing model. With this subscription, schools will have the ability to purchase transaction blocks for this functionality.

Important: A transaction is the completion of a document flow.

Example 1: If a user created a single document (could be multiple pages) that was sent to one or multiple people for signature within that single document, this full routing and return of that document (regardless of number of signatures) would be considered a single transaction. An example might be a budget amendment that requires multiple levels of approval for one transaction.

Example 2: If a user created a single document that was sent individually to one or more people for signature, this would be considered multiple transactions. A good example here would be teacher contracts. Each individual is signing their own personal contract so each would be its own transaction.

Currently, we are purchasing by transaction at the ESC. The cost is between \$4-5 per transaction. As we purchase more transactions in bulk, our cost across the entire consortium will go down dramatically, which will help everyone in the group. For planning purposes, we are basing the proposal on worst-case scenario, which is the price point listed.

Summary

If your school would like to participate in the Adobe consortium, please let us know as soon as possible. We will provide more details on installation, deployment, etc., once we ensure that this consortium will make.

Contact Rory Peacock at rpeacock@esc11.net directly to join. We will proceed with Service Agreements once we get enough participation to make this happen.