



Supporting the Biological Collections Community with Specify Software for the Long Run

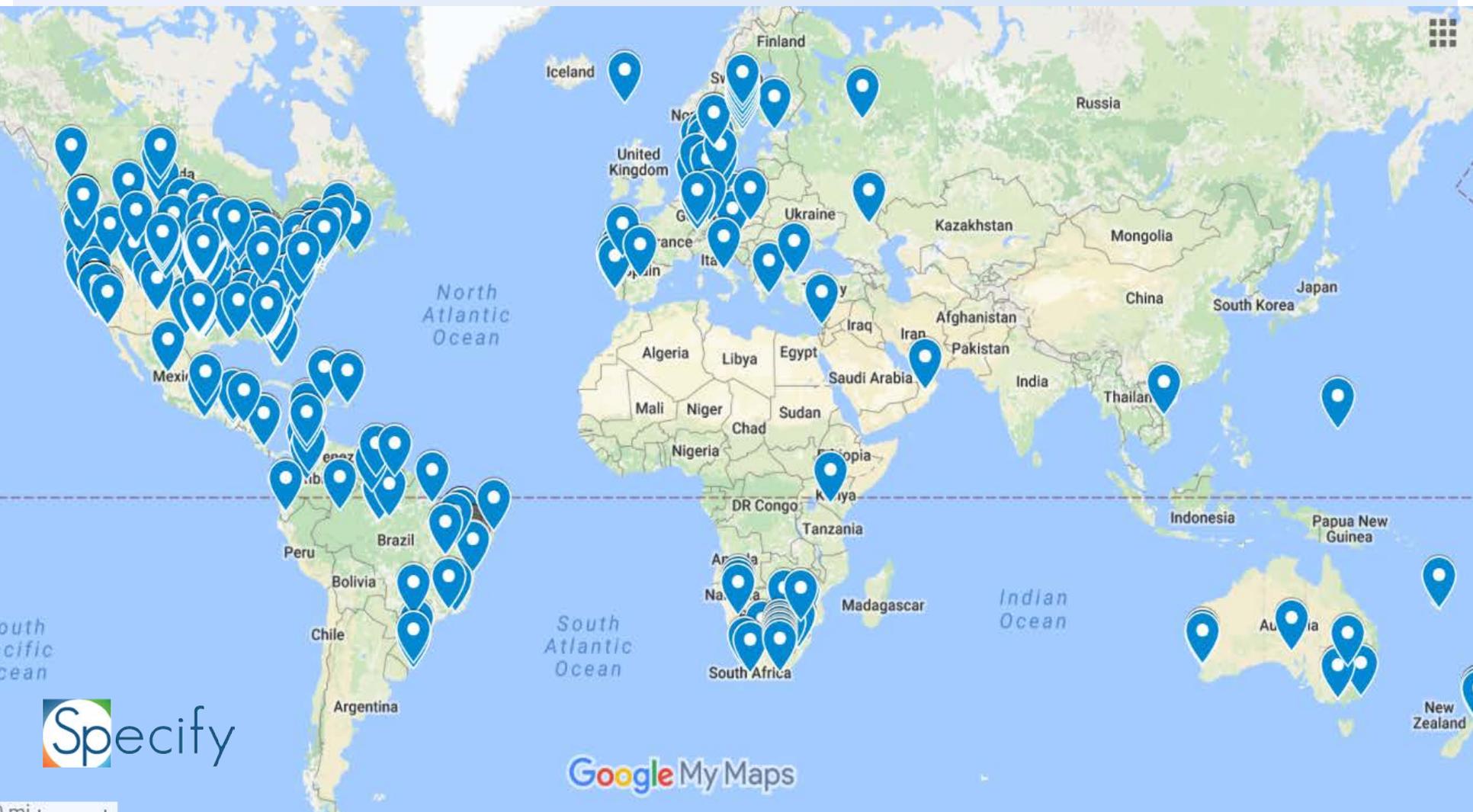
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Specify Software Project
University of Kansas

What is the Specify Software Project?

- ◎ **PRODUCTS:** Specify 6 desktop app, Specify 7 web app, Specify Insight, Sp Web Portal, Sp Attachment Server, Specify Cloud
- ◎ **HISTORY:** MUSE (1987), Specify (1997): Releases 2–5, Specify 6 (2009) WML, Specify 7 (2015) Web
- ◎ **FUNDING:** US NSF grants 1987-2018, \$9.5M, KUBI \$1M+ salaries. **Total > \$10M over 31 yrs;** \$400K/yr, \$250K/yr direct costs.
- ◎ **STAFF:** 1-PI/Director, 2-Developers, 1-Helpdesk, 1-Trainer, 2-Undergraduate Students
- ◎ **TECHNICAL LIAISONS:** Australia, Denmark, South Africa, Amazonas, Ann Arbor, Gainesville

Specify Museum Clients

Collections
404 in Production
79 in Process



A Fork in the Road

- ① NSF Funding to Diminish
- ① Self Sustaining – Community Support
- ① Consortium of Museums
- ① US and International

Revenue Options

- ⦿ Voluntary Pricing - request optional payments from users
- ⦿ Freemium – Fork it, charge for premium version
- ⦿ Set Payment - all museums pay the same
- ⦿ Extra Customer Services/Support - charge for extras
- ⦿ Tiered Pricing - charge based on usage or museum size
- ⦿ Membership Pricing – annual fees for membership services

Specify Tiered Pricing Example

These revenues would provide around \$400k annually:

Number of Collections	Size of Collection	Price
Small: 146	Less than 10,000	~\$100/yr.
Medium: 178	10,000 – 100,000	~\$1,000/yr.
Large: 85	100,000+	~\$2,500/yr.

Timetable for Transition

June-August 2017:

- Presentations at national and intl. meetings

- Launch various communications forums

- Interviews with current and prospective institutions

September 2017-March 2018:

- Pencil-in institutional commitments

- Finalize technology vision/products

- Pursue partnerships

April-May 2018:

- Evaluate economic viability

- Identify location, finance and HR management

June-August 2018:

- Ink memberships, contracts, fill committees, launch consortium

Ways to Engage

- ① Talk to your colleagues
- ① Talk to us, society meetings, visits, email, skype
- ① Visits to museums, U.S. & Intl.
- ① Send us your ideas for a viable, consortium
- ① New Specify Project web site with forums and updates

<http://sustain.specifysoftware.org>

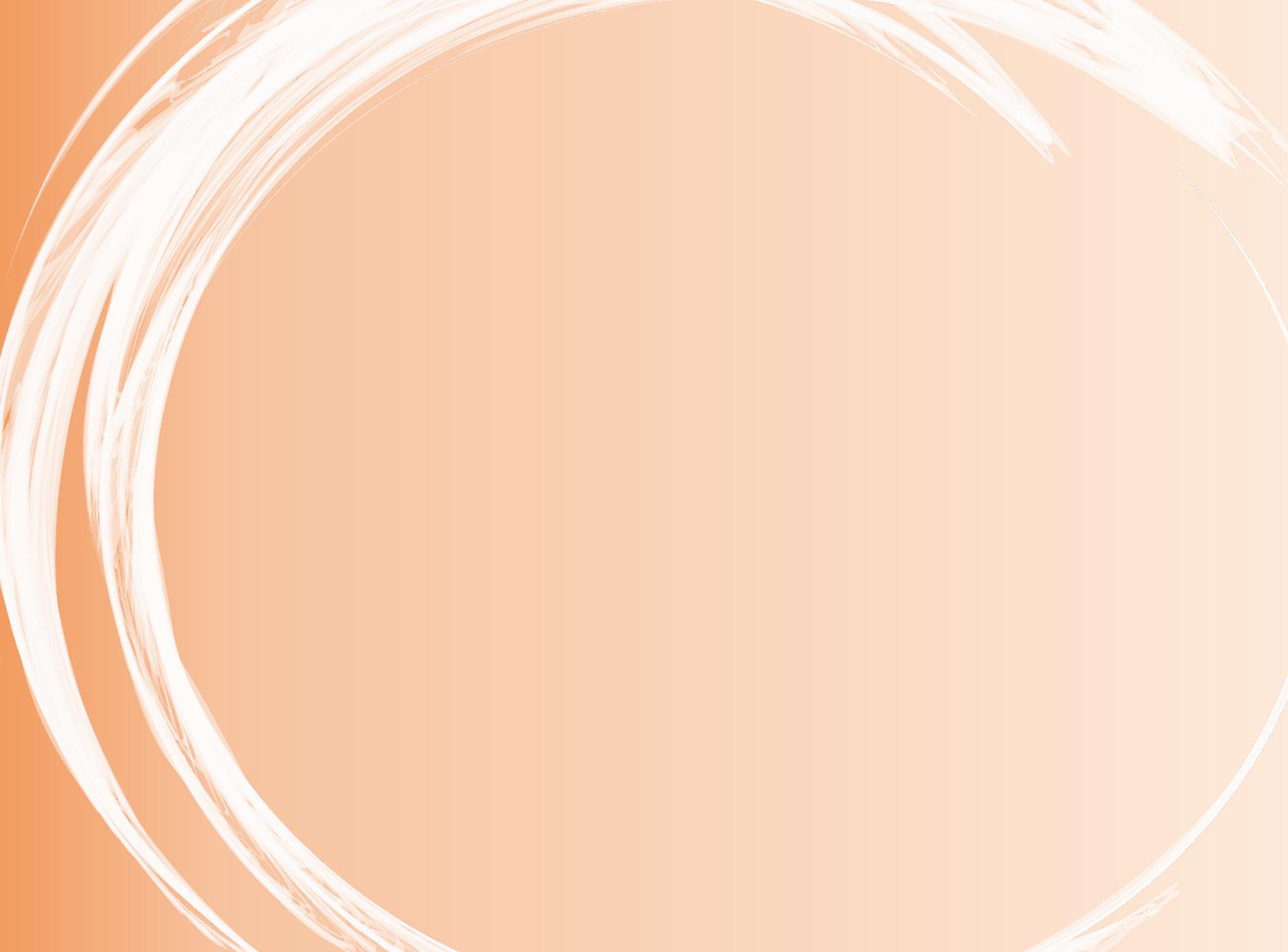


Generously supported by US NSF BIO/DBI 1565098
and 30 years of historical funding



Thank You







On the Web

This title is Helvetic Light Condensed

- This bulleted text is Roboto Regular 24 pt
- Try to make one point per slide
- One recommendation is 6 words per slide
- Use color to emphasize action or main point

Vision and Value Propositions

- Membership structure, why? What does the community get – medium and smaller institutions get supported.
- Institutions core data processing take the monkey off your back.
- Retail model can go so far, but without a stable revenue stream
- So the Value proposition to Institutions is this
- The Value proposition to community is this
- Repeat Benefits of the consortium model

The background of the slide is a light blue gradient with several thick, dark blue, curved lines that sweep across the left and center of the frame, creating a sense of motion and depth.

Data Forms

Colors



16, 88,
140



68, 131, 170



147, 185, 209



7, 67, 104



202, 220, 229



247, 146, 68



242, 156, 97



247, 195, 159



216, 112, 42



249, 215, 192



134, 196, 64



152, 204, 84



193, 226, 150



104, 160, 31



228, 247, 203