

# Research & Education Network Business Models



10/12/08



# Project Overview

- Spring of 2007, The Quilt and MIDnet launched a collaborative effort to collect case studies of R & E network organizations
- Qualitative study - interviews rather than survey
- Twenty-one organizations interviewed
- Plans for information refresh
- Project Website: [http://www.thequilt.net/business\\_case\\_project.html](http://www.thequilt.net/business_case_project.html)



10/12/08



# Interview Topics

- Organizational History
- Organizational Structure & Governance
- Initial Funding Models
- Management & Operations
- Outreach (Stimulating use of the network)
- Service Offerings & Pricing Strategies
- Customer Profile
- Lessons Learned
- Future Directions



THE BOUNDARY OF NETWORK EDUCATION

10/12/08



# Overview of Findings

- Funding Sources
  - 47% received startup funding from founding higher education institutions
  - Majority recover operational costs via membership fees or fee-for-service
  - One third received state appropriations for startup and ongoing
- Communities Served
  - Majority of participants are higher education
  - K12, libraries, museums, state agencies & hospitals
- Services
  - Majority offer Layer 2 and Layer 3 services as core services
  - Additional services



# Panel Contact Information

- Carol Farnham, MIDnet, Inc.
  - [cfarnham@signa-solutions.com](mailto:cfarnham@signa-solutions.com)
  - +1 402 794 4089
- Jen Leasure, The Quilt
  - [jen@thequilt.net](mailto:jen@thequilt.net)
  - +1 206 782 1091
- George McLaughlin, APAN
  - [george@mclaughlin.net](mailto:george@mclaughlin.net)
  - +61 2 4849 4315
- Karel Vietsch
  - [vietsch@terena.org](mailto:vietsch@terena.org)
  - +31 20 6391131



10/12/08

