Research & Education
Network Business Models
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
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
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

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