

AZSITE PROPOSED 2021 FEES SURVEY



SUMMARY

The AZSITE Database Manager distributed the fee survey on 6/8/20 and closed it on 8/4/20. He received responses from 48 out of 91 active user organizations resulting in a response rate of 53%. This is considerably better than the 20% response rate for the 2019 fee survey.

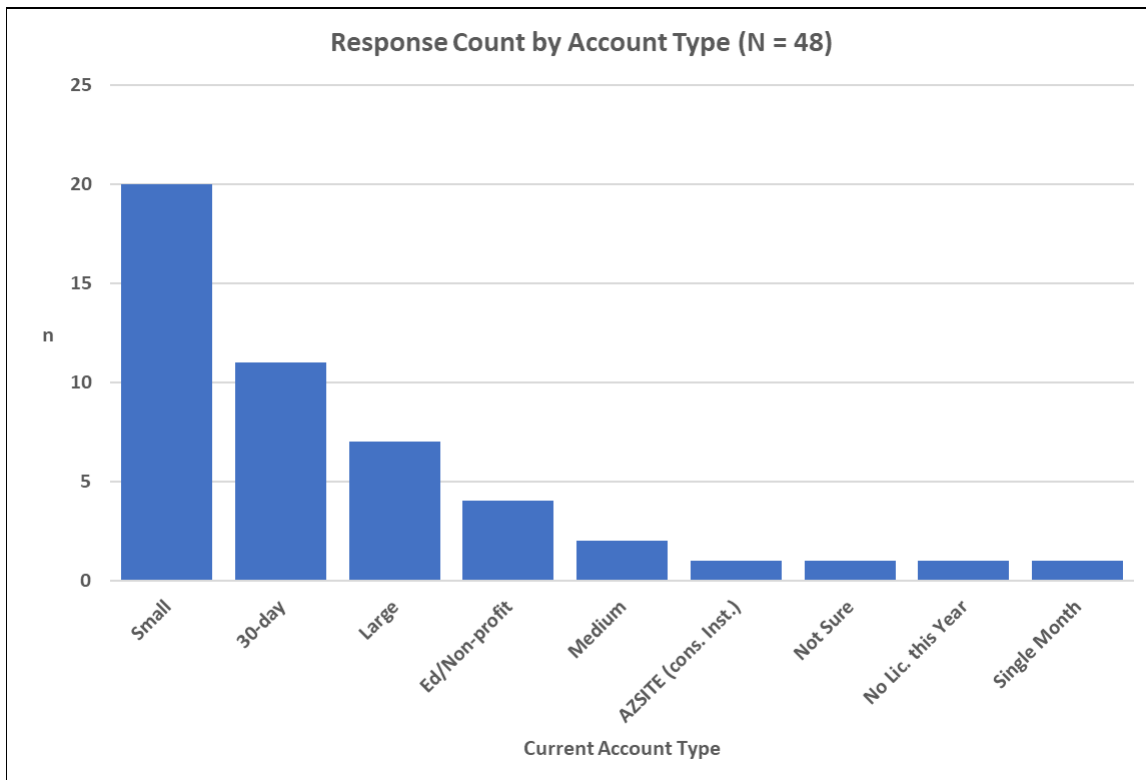
Highlights:

- Most user organizations (77%) anticipate little change in the number of users within their organization,
- Most organizations (79%) anticipate spending the same or less under the new fee structure. Less than a quarter (17%) anticipate spending more.
- Majority of respondents (77%) were in favor of the new fee proposal.

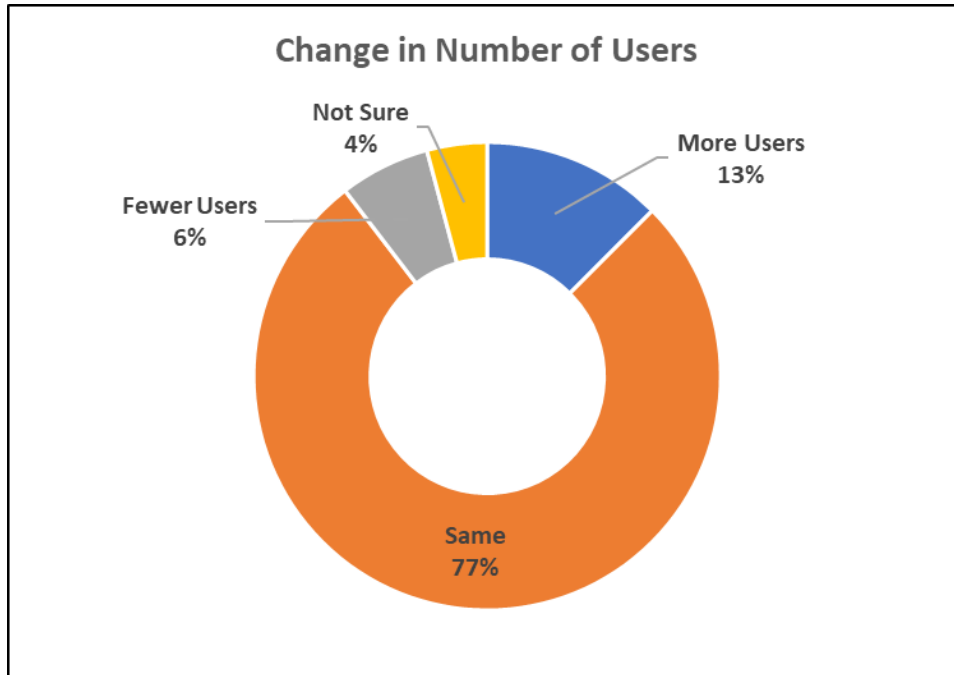
- Additional Notes:
 - There is a gap in understanding of what “Mercator access” entails.
 - Estimated 10-20% decrease in revenue based on survey results (\$146k-\$164k total revenue).

RESULTS

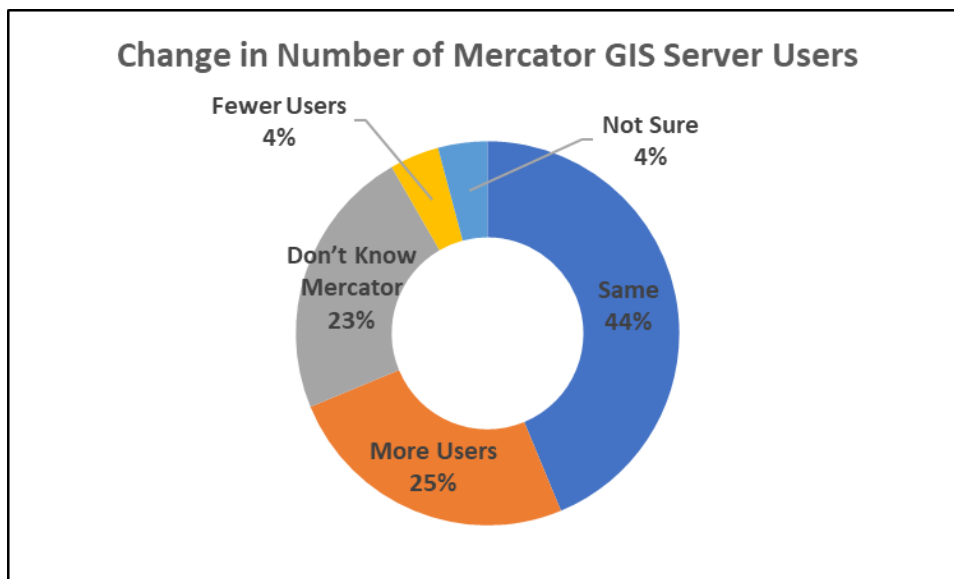
1. What kind of license does your organization have currently? You can consult the 2020 fee structure.



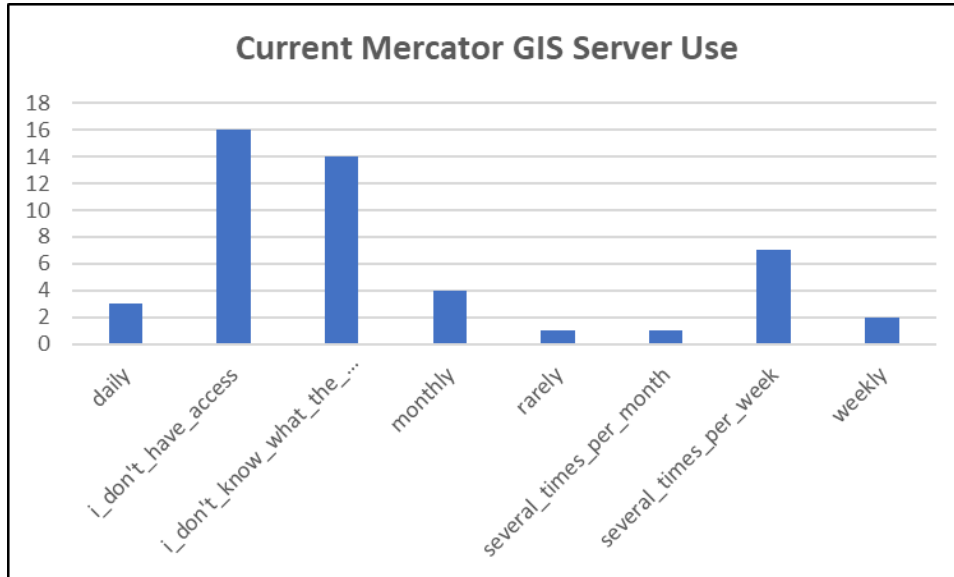
2. Under the proposed 2021 fee structure, how do you think the number of AZSITE account holders at your organization would change relative to this year?



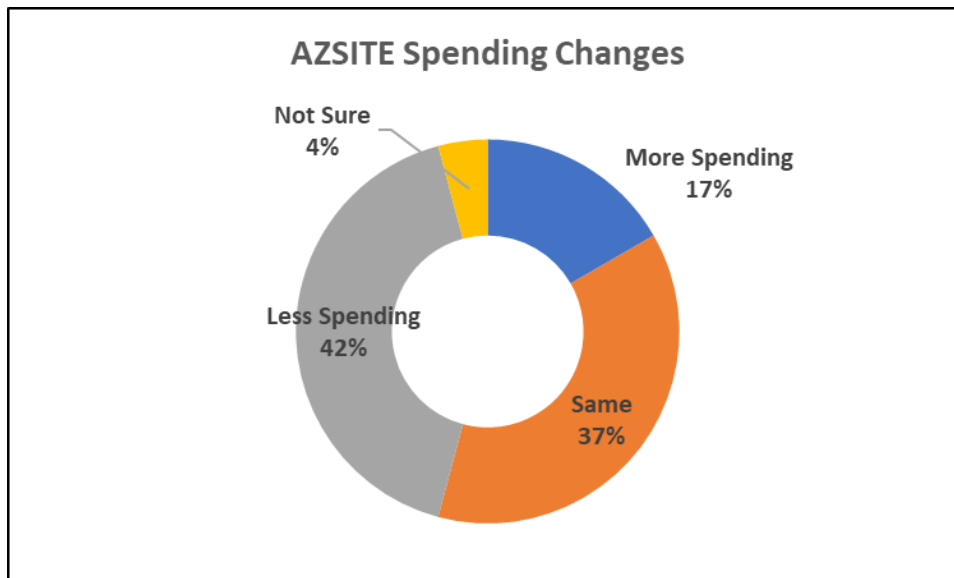
3. Under the proposed 2021 fee structure, how do you think the number of Mercator server users at your organization would change relative to this year?



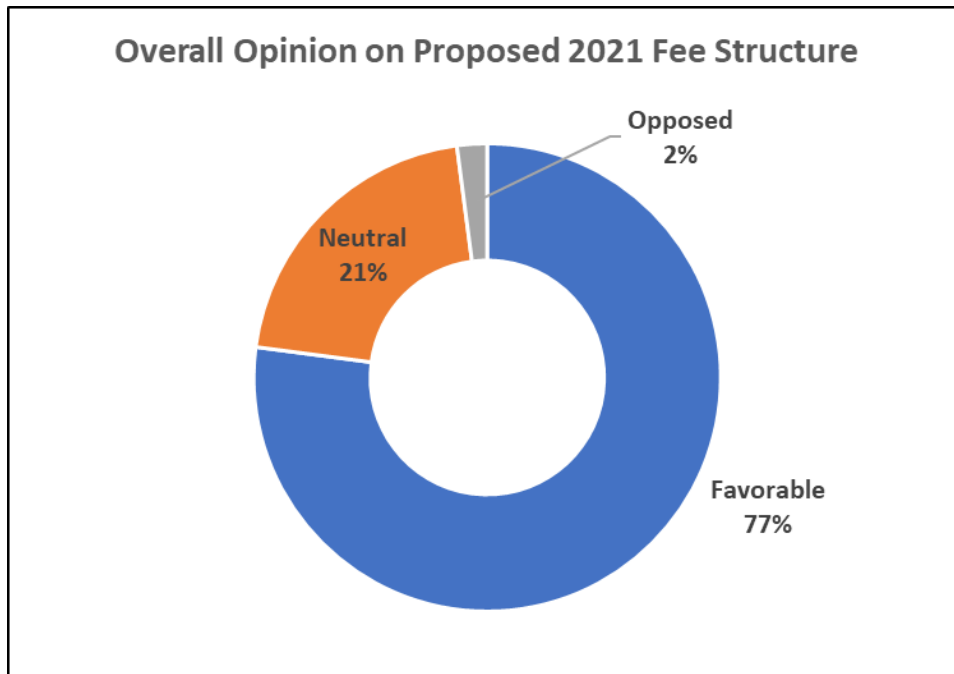
4. How frequently does your organization use the Mercator server currently?



5. Under the [proposed 2021 fee structure](#), what changes would you anticipate in your organization's expenditure on AZSITE access relative to this year?



6. Overall, what is your opinion of the [proposed 2021 AZSITE user fee structure](#)?



7. If you wish to provide additional, relevant feedback on the [proposed 2021 AZSITE user fee structure](#), you can do so below.

- I do wish there was an option for Mercator Access with the 30-Day user account option. Might be attractive to small independent contractors. As one, it would be to me.
- Our usage will always depend on amount of work we have in AZ, currently don't have an office in the southwest but do have national clients who occasionally send us work in the region.
- As a small user with only 5-10 projects per year (but only one so far this year), I usually have to subsidize part of my AZSITE fee out of profits. The new fee structure is more compatible with the scale of my business.
- While I appreciate lower costs to access AZSITE I do not want to compromise the integrity of the data set, the functionality of the program, slow processing of the backlog of data or hinder making enhancements to AZSITE.
- As a company that performs a few small projects in Arizona every year, it is nice to have an affordable option on par with other affordable states we work in.
- Being self-employed, it made sense to pay for AZSITE only when I knew I had project/s in AZ for that year. For the reduced cost of the 30-day subscription, I would feel it cost-effective to sign up every year as reasonable cost of doing business. Thanks for considering a fee structure that makes this an alternative.
- I have no external funding and do not do contact work. I use AZsite purely for research. I have access for myself alone.

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- I think it is too high for those of us who use it only occasionally and are not making money off its use."
- I am thinking the \$100 Student fee will work the best in our situation. I am assuming this some cost is available to staff and faculty. \$420 Educational fee is too high for a small number of academic users for research purposes in an academic setting with little support.
- We have been paying for a large user account for years only to get Mercator access. The proposed fee structure will allow us to save considerably while still meeting our companies access needs.
- We will subscribe as a mix of Mercator server users and web-based users. We may reduce our total number of users slightly in order to keep our total cost about where it was in 2020.
- This will benefit Small and Medium Users (current) and will only limit Large Users to nine (9) people for about the same money. All good.
- The reduced cost, plus flexibility in adding users with different accessibility to the GIS data are both positives.
- We only have two users so it would be less expensive under the 2021 fee structure, plus we would be able to afford the Mercator access.
- The per user fee structure as it provides more flexibility.
- We have a small account with 3 users who all use mercator. Under the new fee structure (if I did the math right), our total cost would go down.
- Hopefully the proposed change to the fee structure won't negatively affect AZSITE's revenue stream. Our spending would decrease just by \$150.
- Our current account type is Small with one additional user at \$2,400. Under the proposed structure, it is my understanding we could have those same four users with Mercator access for a smaller fee of \$2,200. This would definitely be a plus for us.
- Free mercator access for government agencies as recommended at April AZSITE Board Meeting
- It should be free to all qualified archaeologists like most state databases are.

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2021 AZSITE User Fee Proposal Survey

This survey is designed to collect relevant user feedback on the [proposed 2021 AZSITE user fee structure](#). In particular, we are interested in changes in AZSITE use patterns that may result. This data will be used to inform any changes to the proposal prior to implementation.

Current Account Type

1. What kind of license does your organization have currently? You can consult the 2020 fee structure.

- Large Medium Small Educational/non-profit 30 non-consecutive days Single calendar month AZSITE Consortium institution No license this year I don't know

Change in Number of Users

2. Under the [proposed 2021 fee structure](#), how do you think the number of AZSITE account holders at your organization would change relative to this year?

- More users Fewer users The same number of users I don't know

Change in Number of Mercator GIS Server Users

3. Under the [proposed 2021 fee structure](#), how do you think the number of Mercator server users at your organization would change relative to this year?

- More users Fewer users The same (non-zero) number of users The same number of users (none) I don't know I don't know what the Mercator server is

Current Mercator GIS Server Use

4. How frequently does your organization use the Mercator server currently?

- We don't have access Daily Several times per week Weekly Several times per month Monthly Rarely I don't know what the Mercator server is Other

AZSITE Spending Changes

5. Under the [proposed 2021 fee structure](#), what changes would you anticipate in your organization's expenditure on AZSITE access relative to this year?

- More spending Less spending About the same amount of spending I don't know

Overall Opinion on Proposed 2021 Fee Structure

6. Overall, what is your opinion of the [proposed 2021 AZSITE user fee structure](#)?

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Opposed To Neutral In Favor Of

Feedback

7. If you wish to provide additional, relevant feedback on the [proposed 2021 AZSITE user fee structure](#), you can do so below.

Please input 500 characters at most

2020 AZSITE Fees

Cost	AZSITE user accounts
\$1,800	Small (up to 3 users)
\$3,600	Medium (up to 9 users)
\$6,600	Large (up to 15 users)
\$600	Each additional user (w/sm med account)
\$420	Educational Institution
\$300	Single Calendar Month (per month)
\$600	30 non-consecutive days single year

Proposed 2021 AZSITE Fees

Cost	AZSITE user accounts: per year per user
\$550	Standard I (with Mercator Access)
\$450	Standard II (without Mercator Access)
\$250	30 Day (30 days in single year)
\$100	Student (for individual members of educational institutions)

The proposed AZSITE fee structure has its foundation in the cost-analysis ASM went through in 2016 but employs a simple, user fee-centered approach that attempts to balance the diverse needs across the range of AZSITE users, from students and small independent contractors to large corporations, and everyone in between.

Standard I (with Mercator Access)

The primary category is a per-user fee with Mercator access (\$550). The cost is lower than the current per-user cost for a small account (without Mercator access) and is currently the second largest user category in AZSITE. We anticipate that many of those users would be attracted to this category, allowing us to produce the necessary revenue to maintain AZSITE.

Standard II (without Mercator Access)

The secondary category is a per-user fee without Mercator access (\$450). This category is designed to accommodate those users who do not need the additional functionality of Mercator access, but also balance costs for organizations who currently have large accounts with more than 12 users—the point where the per-user cost with Mercator access (\$550) becomes less cost-effective compared to current user fees. This would currently only effect four

companies. It is likely that they might not need all their users to have Mercator access, and \$450 is closer to the minimum per user cost for the large account currently (\$440 for 15 users). Plus, after 15 users, the current per-user rate begins to go back up as it is \$600 for each additional user.

30 Day Account

The short-term account option (\$250) collapses the month-long and 30-day non-consecutive options into a consistent and cheaper single option. Users can choose to use all 30 days in a single month if desired, but this option would appeal to users who only need access to AZSITE for short-term applications or intermittently throughout the year. This option does not include Mercator access.

Student Account

The student account is a discount category (\$100), is the smallest category of users, and provides an affordable option for students and members of educational institutions. For most current educational discount users, this will provide a slightly cheaper or equivalent cost for access and can include Mercator access if requested.

Note on current costs and new fee structure

ISSR costs will be significantly higher than the budget estimates this year (2020) because we worked extensively with them to update the system. But there is enough money in the account currently to cover these anticipated costs. We should cover these investments while we regain the trust of the user base. An improved system will attract more users and increase revenues. In addition, we hope that with the developing (worsening) economic situation, many of the users may appreciate a reduction in costs.