

Exhibit A

Benefits of Joining the IUC/OACC SciQuest Agreement

1. Cost of Enterprise solution more expensive after June 30th ...

If an institution signs a contract with SciQuest between:

- June 1, 2009 and June 30, 2010, that institution will receive a 35% Discount
- July 1, 2010 and May 31, 2010, that institution will receive a 30% Discount
- June 1, 2010 and May 31, 2011, that institution will receive a 27% Discount
- June 1, 2011, and May 31, 2012, that institution will receive a 25% Discount

2. Additional discounts for new customers and current clients when new schools come aboard ...

Additional (1%) discounts will be granted for each additional \$350,000 in Contract value attained by June 30, 2010 (Maximum 5%).

3. Additional discounts from P-Cards...

The order placement for the Marketplace will be through P-cards. This will produce additional cost savings for the IUC/OACC in rebates for both the member institutions and the IUC/OACC as a whole. Some schools use the P-Card as a way to self fund their SciQuest project.

4. Sooner you join, sooner the savings

There is a cost to staying manual. The longer you wait, the more you miss the opportunity for savings. When people on campus buy manually, you can never get that savings back. It is lost.

5. Show the State you are in compliance

The Governor and Chancellor have preached to all schools to work together. This initiative shows the state, that you are looking for ways to increase cost savings, compliance, collaboration, and efficiencies and effectiveness. It would be better for each school if they join voluntarily. It would not be good if the Board of regents made this mandatory.

6. Affective Agreements

The sooner the OACC schools and the other IUC schools join, the more affective the agreements are. There is leverage in numbers. The more schools that join, the better the sourcing of new agreements will be and the more data you will receive.

7. You join, you have a voice

Any school that join's this initiative has the opportunity to steer this project in the direction that works best for their institution. In other words, if you are involved early, you help make sure that all the aspects of the initiative fits your school's objectives.