

# Developing Country Pricing

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# Developing Country Pricing

- **Changing the pricing of our different products and activities to encourage greater developing country participation is part of our strategic plan.**
- **At present, we offer a 50% data base discount to low income developing countries only.**
- **Much of the developing country interest in GTAP is from the low-middle income group of countries.**
- **We propose a 3 tier pricing scheme with a 40% discount for LM income LDCs and 60% for low income countries.**

# Developing Country Data Base Pricing

<b>New Subscription</b>	<b>Standard</b>	<b>LM Inc.</b>	<b>L inc.</b>
<b>Govt. and Private</b>	<b>4,600</b>	<b>2,760</b>	<b>1,840</b>
<b>Mult. Academic</b>	<b>1,700</b>	<b>1,020</b>	<b>680</b>
<b>Single academic</b>	<b>900</b>	<b>540</b>	<b>360</b>
<b>Upgrade</b>			
<b>Govt. and Private</b>	<b>2,900</b>	<b>1,740</b>	<b>1,160</b>
<b>Mult. Academic</b>	<b>900</b>	<b>540</b>	<b>360</b>
<b>Single academic</b>	<b>450</b>	<b>270</b>	<b>180</b>
<b>Aggregation constrained</b>			
<b>Govt. and Private</b>	<b>2,300</b>	<b>1,380</b>	<b>920</b>
<b>Mult. Academic</b>	<b>850</b>	<b>510</b>	<b>340</b>
<b>Single academic</b>	<b>450</b>	<b>270</b>	<b>180</b>

# **Developing Country Data Base Pricing**

- **The discounts would not apply to purchases made with multi-lateral or bi-lateral funds – the purpose is to permit income constrained developing country organizations and individuals to participate.**
- **We believe that the impacts on data base revenue will be minimal**

# Developing Country Short Course Pricing

- **Changing the pricing of the short-course is quite a different issue**
  - While the marginal cost of an additional data base sale is quite low, that is not the case for a seat at a short-course
  - Even if we provided a discount for the course fee, LDC participants would still have to pay travel, so most would still be excluded
- **We prefer to seek external funding to pay for increased developing country short-course participation – will need board member help**

# Developing Country Conference Pricing

- **Conference pricing is somewhere in between data base and short-course**
  - Travel is still an issue
  - But the marginal cost of an additional participant is relatively low
- **We need to seek external funding from donor agencies to fund participation**
- **We also should provide developing country registrants the same fee as students, which should be designed to cover variable costs**