

## DNS-OARC Membership Pricing Changes

### **Membership Pricing Change**

Effective 1<sup>st</sup> Jan 2020, OARC will increase its annual Membership fee levels for Renewals and New Members as follows:

Membership Category	Current Annual Fee	New Annual Fee
Blue	\$1,000	\$1,100
Bronze	\$6,000	\$6,500
Silver	\$9,500	\$10,000
Gold	\$14,000	\$15,000
Platinum	\$25,000	\$25,000
Diamond	\$50,000	\$50,000

For Blue through Gold Membership categories, this is the first fee increase since 2014, and is based approximately on the consumer price inflation index in the US and EU. The Platinum and Diamond categories were introduced more recently, so are not at present subject to increase.

As a future policy, OARC will aim to review and amend fee levels every 3 years (although we reserve the right to change them more frequently if necessary). Fee increases will be based upon official published inflation indices, compounded, and rounded where appropriate.

## Membership Discount Options

### 1. Pre-payment:

For renewals where a Purchase Order or payment is received in advance of annual renewal date before 1<sup>st</sup> Jan 2020, can renew/pay early to keep same existing 2019 rate for the 2020-2021 renewal year.

The next renewal (2021-2022) is at the then-current price.

### 2. Multi-year discount:

With a letter or Purchase Order making a commitment for a 2 or 3 year renewal:  
Year 1 is full (new) fee (*unless pre-payment renewed under 1. above before Jan 1<sup>st</sup> 2020*).  
Years 2 & 3 are discounted and will be payable at beginning of each renewal term.

- 1<sup>st</sup> year at new price
- 2<sup>nd</sup> year 5% off new price
- 3<sup>rd</sup> year 10% off new price in effect

Example: Bronze level 3 year commitment:

- Year 1 is \$6,500
  - Year 2 is \$6,175
  - Year 3 is \$5,850
- i.e. \$18,525 for 3 years, versus \$19,500 for 3 years

### 3. Upgrade discount:

Upgrade to a new level before 1<sup>st</sup> Jan 2021, and receive a 10% discount off the rate currently in effect for the first year. (pro-rated for remaining term)

## New Member Referral Plan

Applicable to the Membership fee payable by an existing Member or Supporter who successfully refers a new party who subsequently becomes an OARC Member.

- 10% discount on Blue and higher level referrers for 1 year
- Free Blue upgrade **to the Supporter** that refers a new paying Member
- Discount/upgrade subject to Board approval of new Member's application, and effective from the referrer's renewal date falling after the new Member's start for 1 year.