Addendum
October 26, 2017

Upgrade from Eloquence Metadata Service and Content Services to Eloquence On Demand

Addendum:

This addendum to the current Eloquence Metadata Service and Content Services agreements in force with Texas A&M University Press (hereinafter referred to as “Client”) modifies said agreements to upgrade to Firebrand’s Eloquence On Demand service. All other terms remain in force.

Current Texas A&M University Press Monthly Fees:

Eloquence Metadata Service: $1,000/month, plus tax
Content Services: $1,070.94
Total: $2,070.84

Proposed Upgrade to Eloquence On Demand:

Client currently has approximately 2,139 Works in Eloquence Metadata Service (as of 10/26/17). The monthly cost for Eloquence on Demand is based on this number of Works.

Eloquence on Demand consists of three levels of service depending on features required. The complete list of features can be found here: http://firebrandtech.wpengine.com/solutions/eloquence/service-levels/

Client Selection: Eloquence On Demand – Elite Level

Monthly Cost: 2,139 works @ $1.30 = $2,780.70 minus 20%* Customer Loyalty Discount = $2,224.56, plus tax

Total Monthly Cost: $2,224.56
*Note 20% Customer Loyalty Discount applied if executed within 60 days of Addendum Date above.

This discount will not apply to any other Firebrand or Eloquence services.
Eloquence On Demand is based on a Per Work, Per Month subscription rate. Firebrand will adjust the Eloquence on Demand subscription level on a monthly basis based on the number of active Works in the publisher’s database. A count of Active Works above or below the currently contracted level will automatically reassign the Client to the appropriate subscription level and the Client will be invoiced accordingly.

*Note: Reducing the number of Works below the anticipated count (above) may increase unit cost.

<table>
<thead>
<tr>
<th>Eloquence on Demand Price Matrix</th>
<th>Essential</th>
<th>Enhanced</th>
<th>Elite</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 1000</td>
<td>$1.15</td>
<td>$1.60</td>
<td>$2.00</td>
</tr>
<tr>
<td>Up to 1500</td>
<td>$0.90</td>
<td>$1.30</td>
<td>$1.80</td>
</tr>
<tr>
<td>Up to 2000</td>
<td>$0.75</td>
<td>$1.10</td>
<td>$1.60</td>
</tr>
<tr>
<td>Up to 2500</td>
<td>$0.65</td>
<td>$0.95</td>
<td>$1.30</td>
</tr>
<tr>
<td>Up to 3000</td>
<td>$0.60</td>
<td>$0.80</td>
<td>$1.15</td>
</tr>
<tr>
<td>Up to 5000</td>
<td>$0.50</td>
<td>$0.70</td>
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<tr>
<td>Up to 10,000</td>
<td>$0.40</td>
<td>$0.60</td>
<td>$1.00</td>
</tr>
</tbody>
</table>

Annual rate increases for the agreed services shall not exceed 5% without prior written consent of client.

Active works are defined as those that were:

1. Distributed during the billing period, or
2. Not distributed during the billing period but which had one of several BISAC Statuses at the time of invoicing (see status list below; further documentation is available upon request)

Publisher will not be billed for works with BISAC Status values outside of those defined in the list below (e.g. Publication Cancelled), provided there were no distributions for those works during the billing period. BISAC Status and distribution approval values can be changed en masse using the Change for All Titles in List function in Title Management.

Billable BISAC Status List:
ACT, AD, NYA, NYAPOD, NYARE, NYP, OD, ONDEMAND, OR, OS, PP, RP, RU, TO, TU, 00, 1, 2, 6, 9

Note*: As of this writing, the Amazon Advantage Program is unable to accept metadata or image distributions from 3rd party industry partners. If you are a member of this Amazon program, Firebrand will not be able to deliver metadata or images to Amazon on your behalf.

Amazon KDP (the digital version of Amazon Advantage) and Nook Press programs are also unable to accept 3rd party distributions. If you are a member of Amazon KDP or Nook Press, Firebrand will not be able to distribute eBook/audio metadata or assets on your behalf.

These programs are designed as manual data entry portals and Firebrand cannot support such a function at this time. Please ask us for more information if this applies to your organization.

*Client Acknowledgement ______ (initial)
Client:

Signature: ____________________________

Name: ROBERT C. BOUNDS
DIRECTOR, PROCUREMENT SERVICES

Title: ________________________________

Date: 11.21.2017

Firebrand Technologies

Signature: ____________________________

Name: Douglas Lessing

Title: President

Date: 11/27/2017