



FOLLETT ACCESS

TRANSFORMING THE WAY
COURSE MATERIALS ARE
DELIVERED



COURSE MATERIALS TRENDS

Follett Forward – Forward looking



The educational community is responding to the call to make learning materials more affordable by taking advantage of technology and alternate content provisioning program models to provide options that meet both the needs of institutions and students.



TUITION HAS INCREASED A STAGGERING 163%

on average in the past 30 years. (1)



COLLEGE STUDENTS SPEND MORE THAN \$1,200

on textbooks and supplies during a school year. (2)



OnCampus Research survey of students reveals that nearly one in five students has opted not to acquire at least one required course material because of cost. (3)



2 out of **5** students who did not obtain at least one course material reported receiving a lower-than-expected grade in the course. (4)



NEARLY 3/4 OF STUDENTS

agree that having their own course materials helps them earn better grades. (5)

1. Martin, Emmie. (2017, November 29) "Here's How Much More Expensive It Is for You to Go to College than It Was for Your Parents." CNBC. Retrieved from <https://www.cnbc.com/2017/11/29/how-much-college-tuition-has-increased-from-1988-to-2018.html>
2. College Board. "Average Estimated Undergraduate Budgets, 2017–18." Retrieved from <https://trends.collegeboard.org/college-pricing/figures-tables/average-estimated-undergraduate-budgets-2017-18>
3. Student Watch™. "Attitudes & Behaviors toward Course Materials, 2016–2017 Report." OnCampus Research.
4. Surveys of college students ("Follett Student Survey") and faculty ("Faculty Survey 2012") by Follett Higher Education Group, February 2012.
5. Surveys of college students ("Follett Student Survey") and faculty ("Faculty Survey 2012") by Follett Higher Education Group, February 2012.



COURSE MATERIALS CAMPUS ACCESS PROGRAMS



SUPPORTING STUDENT SUCCESS IS JOB ONE

ACCESS PROGRAM OPTIONS



EQUITABLE ACCESS: CAMPUS WIDE

- All Required Materials to All Students
- Per Term Flat Rate
- Digital 1st, Physical if Digital Unavailable
- Includes eBook, Courseware, Open Educational Resources (OER) & Faculty Content
- Faculty Choose Content
- Opt-Out at Program Level Each Term



INCLUSIVE ACCESS: COURSE BY COURSE

- Required Materials at Section Level
- Pricing Variable Per Title
- Digital Only
- Includes eBook & Courseware
- Pilot Opportunity to Test Program Success
- Faculty Choose Content
- Opt-Out at Section Level Each Term



CSUSB AL\$ Inclusive/Included Access Program

- Program Start: 2018

2021-2022 Results:

- 12 Participating Publishers
- 359 Sections vs. 223 PY
- Average Course Charge \$53.45
- 80% Courseware
- 20% eBook
- 7.6% Opt-Out Rate



18,500+

Students Served



\$2.9M

Students Savings vs. Previous Course Material Cost



DIGITAL MATERIALS

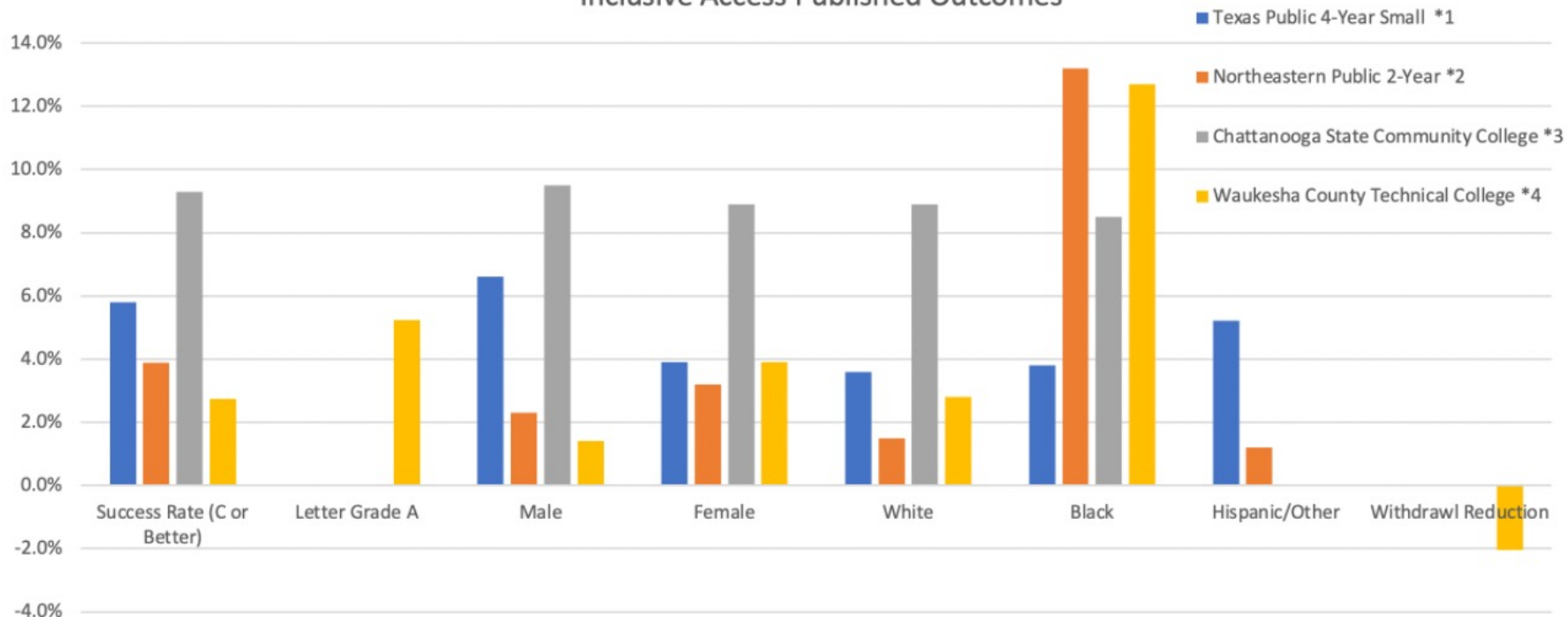
AFFORDABILITY AND FLEXIBILITY

- Most Cost-Effective Format
- Streamlined in LMS – Convenient for Students & Faculty, accessible on mobile, tablet, laptop and desktop devices
- Aligns with Traditional Students Learning Experience
- Features Such As: Note-Taking, Highlighting, Annotating, Sharing, Etc.

ACCESS TO DIGITAL CONTENT

- Length of Access Based on Adopted Material - same as traditional purchase model
- Equitable Access Models, Top 10 Publishers – Will negotiate perpetual access to digital content and low-cost print-on-demand purchase options
- Content that is not available digitally is provided in printed format and students own the printed material

Inclusive Access Published Outcomes



1. Hurley, T.A. & Fekrazad, A. (2020). E-textbooks, inclusive access, and academic performance. In T.A. Hurley (Ed.) *Inclusive access and open educational resources e-text programs in higher education* (pp 177-184). Springer.
2. Moore, M. (2021). *Inclusive access course materials: The impact on student outcomes*. Retrieved from ProQuest Dissertations Publishing.
3. Williams, T., Nichols, E., Cannon, T. R., Fountain, T., Smith, A., & Yankelewitz, D. (2020) in Hurley, T.A. (Ed.) (2020). *Inclusive Access and Open Educational Resources Etext Programs in Higher Education*. Springer.
4. Moore, M., & Piazza, B. (2022, March 23). *Inclusive Access Course Materials: An Analysis of Waukesha County Technical College's Inclusive Access Program*. <https://doi.org/10.35542/osf.io/nfudg>. *Not Published, Just Submitted.

NEW RESEARCH ON

EQUITABLE ACCESS



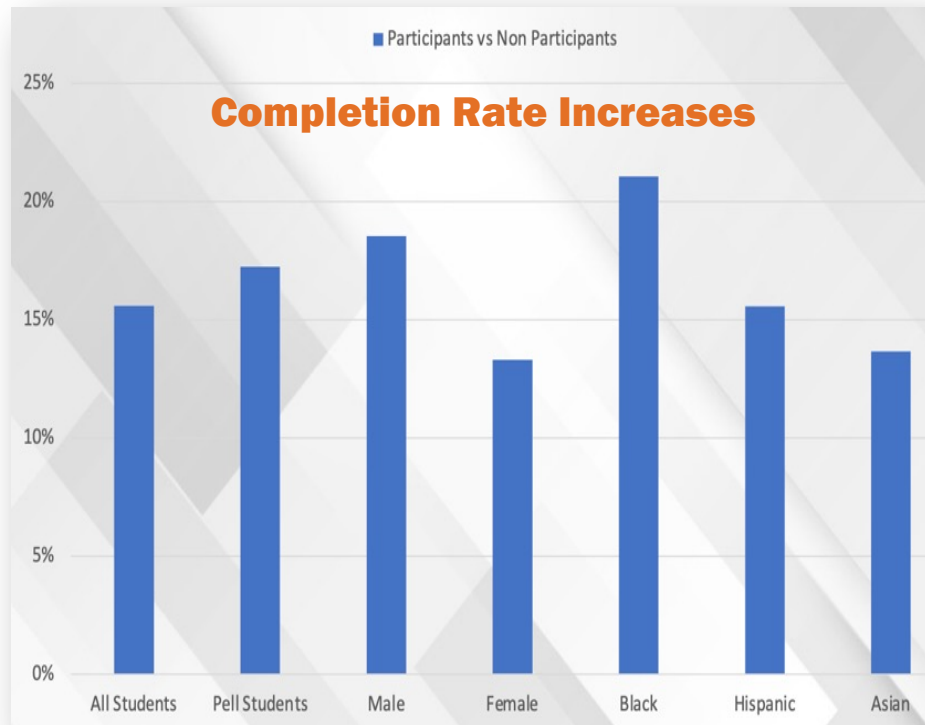
Equitable Access Participants' Course Completion Rate Analysis

- Two Community Colleges (One Technical)
- Participants vs Non-Participants (Opt-Outs) in 2-Year Institutions
- Michael Moore, University of New Hampshire



Access Success Rate Improvements

- Fall 2021 & Spring 2022
- 23,415 Students
- 22% Non-Participants
- Non-Participants 14% more likely to withdraw
- Improvements across ALL groups of students



FACULTY: ACADEMIC FREEDOM

- Academic freedom to choose materials, from 6000+ publishers, that best fits the class curriculum
- No-Cost OER content freely distributed, aligns with campus OER initiatives
- Any content developed by the instructor can be uploaded into Discover Adopt for free distribution to students
- Supports higher academic performance for all students with a level playing field
- Every student has the same edition
- Begin teaching on 1st DAY





**CSU SAN
BERNARDINO**

**Campus
Specific Details**

PRICING & SAVINGS POTENTIAL

Course Materials
For ALL Students

@ **\$21.50**
Per Credit Hour*

Student taking 15 Units =
322.50 Per Term

CSUSB Cost of Attendance,
Books/Supplies = \$573 Per
Term

Estimated Savings = \$250.50

*QUALIFICATIONS & REQUIREMENTS

- 01 ALL STUDENTS
- 02 DIGITAL FIRST
- 03 PRICED ANNUALLY TO MAXIMIZE SAVINGS
- 04 SHIPPING AND SUPPLIES PRICED SEPARATELY
- 05 COMMISSION ADDED IF APPLICABLE

INCLUSIVE & EQUITABLE ACCESS

Follett Partner Schools	Immediate/ Inclusive ACCESS	Equitable Access	ACCESS % of Total	Launch Date
Sac State	✓		3%	2014
Cal Poly SLO	✓		2%	2020
Cal State Northridge	✓	✓	36% (FTF)	2018
Cal State East Bay	✓	✓	58% (Freshman)	2014
Fresno State	✓		21%	2019
Cal State Dominguez Hills	✓		8%	2019
Cal State San Bernardino	✓		4%	2018
Cal State San Bernardino Palm Desert Campus	✓		8%	2020

Independent Stores	Immediate/ Inclusive ACCESS	Equitable Access
Cal Poly Pomona	✓	
San Diego State		✓
Cal State Long Beach	✓	



QUESTIONS

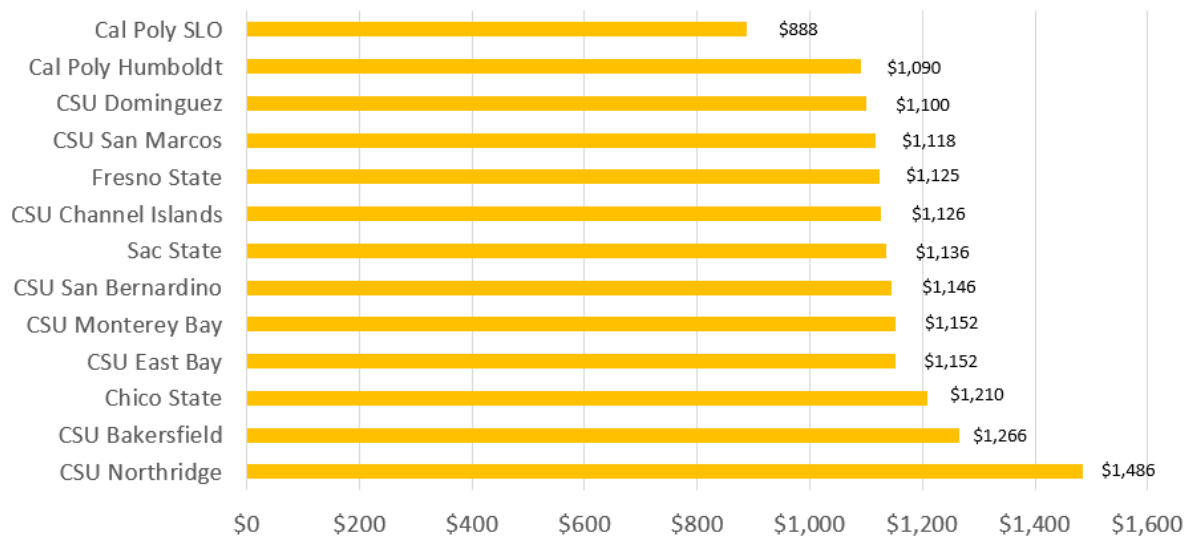




APPENDIX

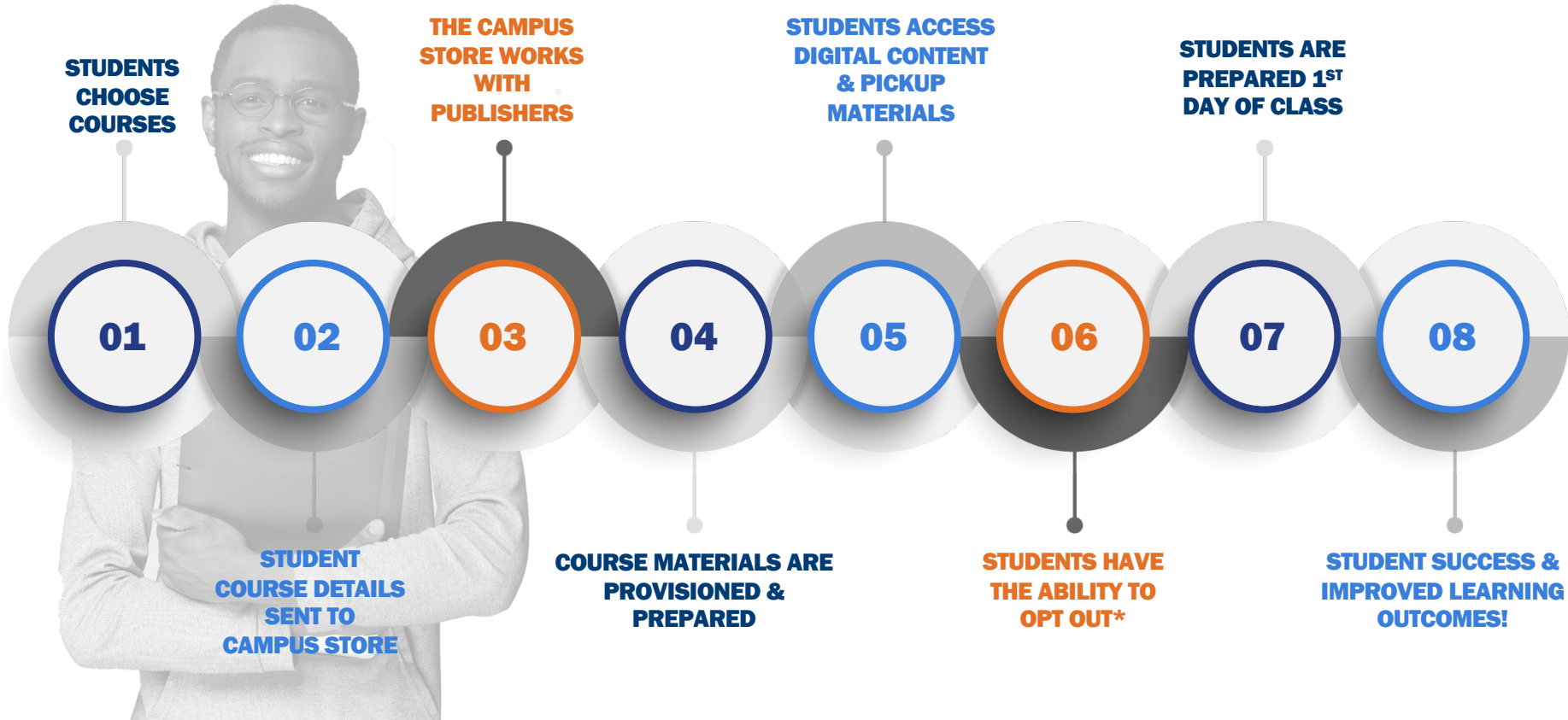
PUBLISHED COST OF ATTENDANCE

Cost of Attendance, Books & Supplies, 2021-2022



<https://www.calpoly.edu/financial-aid/costs-and-affordability/understanding-costs-of-attendance>

STUDENT EXPERIENCE



*Students have free access during the opt-out period through a pre-determined date such as the add/drop or census date

FOLLETT ACCESS

ACCESSIBILITY

Adheres to The American
With Disabilities Act &
Section 504 of The
Rehabilitation Act of
1973



Any student has the
Opportunity to acquire the same
Information, engage in the same
Interactions, & enjoy the same
Services with substantially equivalent
ease of use