

WORLD 100 MEMBERSHIP: COSTS AND VALUE OF MEMBERSHIP

COSTS

There are three types of membership available, Discover (£1,500), Research (£6,000) and Associate (£6,000). Discover membership price includes networking services. Research and Associate membership prices include all the 'Discover' networking services plus the research services:

DISCOVER MEMBERSHIP

Networking services

Two day annual W100 conference	£850
Member day and dinner	£300
Discover event	£350
Previous research summaries	£0
	<i>£1,500</i>
Total Discover Membership	£1,500

The members' subscriptions also cover services such as:

- ⌘ The W100 office and staff time and costs.
- ⌘ Member profiles on the World 100 website.
- ⌘ Live press feeds (RSS) on the World 100 website.
- ⌘ W100 representation at major events (QS, CASE, WAS etc.)
- ⌘ W100 marketing materials: brochures, programmes, mailings.
- ⌘ Additional member events, intelligence and free reports.

RESEARCH MEMBERSHIP

Networking services

Two day annual W100 conference	£850
Member day and dinner	£300
Discover event	£350
Previous research summaries	£0
	<i>£1,500</i>

Research services

W100 study tour	£850
Aurora quantitative press analysis	£650
Annual W100 research project	£3,000
<i>Research services</i>	<i>£4,500</i>
Total Research Membership	£6,000

ASSOCIATE MEMBERSHIP

Networking and Research Services

Services are equivalent to Research level membership	
Total Associate Membership	£6,000

VALUE OF RESEARCH AND ASSOCIATE MEMBERSHIP

Members and their managers may want to know what the value of subscription is. Below is a summary of the items made available to all Research Members in their subscription, showing the contribution, compared to the price of this service if delivered to a non-member university client to demonstrate the value members receive.

ITEMS INCLUDED IN RESEARCH MEMBERSHIP FEES	MEMBERSHIP CONTRIBUTION	COMMERCIAL BENCHMARK	COMMENT
One ticket for annual conference place – two-day event, plus lunches and one dinner	£850	£850	Cost for non-members shown. (sector comparison, CASE Europe 2016, £975 for non-member ticket).
Annual Discover conference, one-day event at an international W100 university with lunch (previous Discovers include Amsterdam and Hong Kong)	£350	£500	Cost of attending one-day HE conference shown.
Member day and dinner at World 100 event, with lunch and dinner	£300	£600	Cost of one-day HE networking event with lunch and dinner shown.
Annual W100 study tour place – two days of intensive meetings, member dinner and two lunches	£850	£1,000	Cost of similar two-day international event and meals shown.
Aurora quantitative reports, international benchmarking of media coverage of top universities 12 per year	£650	£1,500	Price of Aurora quantitative for any non-member university.
Annual research project on a topic relevant to the network	£3,000	£5,000	This is the price of our subscriber research projects of similar depth and length.
Total price (£)	£6,000	£9,450	Membership delivers £3,450 more value than the same services for an independent university

ADDITIONAL SERVICES THAT W100 RESEARCH AND ASSOCIATE MEMBERS CAN BUY

ITEMS	RESEARCH MEMBER PRICE	COMMERCIAL BENCHMARK	COMMENT
Additional place at the annual conference – two-day event, plus lunches and one dinner	£650	£850	Cost for non-members shown (comparison with CASE - £975 for non-member pass for their conference, excluding dinners)
Additional annual W100 study tour place – two days of intensive meetings, member dinner and two lunches	£850	£1,000	Cost of two-day international event with meals shown.
Additional place at the annual Discover conference, with lunch (Amsterdam/Hong Kong) – depends on availability	£350	£500	Cost of one-day HE conference shown.
Aurora qualitative reports, 12 per year. International monitoring of press coverage each month, with benchmarking against other W100s.	£5,000	£8,000	International press monitoring service. Price for non-members.
Additional subscriber research project	£3,000	£5,000	This is the price of our subscriber research projects of similar depth and length.
Research report from the last membership year	£3,000	£5,000	Research is delivered at the end of the membership year and thus remains current for the following year.
Research reports more than one year old	£2,000	£3,000	Previous research reports are available to all members. Non-member price shown.
Additional place at the Member day at World 100 event, with lunch and dinner	£300	£600	Cost of one-day HE networking event with lunch and dinner shown.
Total price (£)	£15,150	£23,950	Membership delivers £8,800 more value than the same services for an independent university

VALUE OF DISCOVER MEMBERSHIP

W100 Discover membership costs £1,500 a year. Members want to know what they get for their annual subscription. Below is a summary of the items made available to all Discover members, the contribution from their subscription, compared with the price of this service if delivered to a non-member university client to demonstrate value of membership.

ITEMS INCLUDED IN DISCOVER MEMBERSHIP FEES	MEMBERSHIP CONTRIBUTION	COMMERCIAL BENCHMARK	COMMENT
Annual conference place – two-day event, plus lunches and one dinner	£850	£850	Cost of non-member ticket shown.
Annual Discover conference, one-day event at an international W100 university with lunch (previous Discovers include Amsterdam and Hong Kong)	£350	£500	Cost of one-day international HE conference with lunch.
W100 research summaries	£0	£100	Non-member charge for an individual research summary. All Discover members have the current year for free, as well as all previous years.
Member day at World 100 event, with lunch and dinner	£300	£600	Cost of one-day HE networking event with lunch and dinner shown.
Total price (£)	£1,500	£2,050	Members receive £550 worth of additional benefits compared to commercial comparison

ADDITIONAL SERVICES THAT DISCOVER MEMBERS CAN BUY

ITEMS	DISCOVER MEMBER PRICE	COMMERCIAL BENCHMARK	COMMENT
Additional place at the annual conference – two-day event, plus lunches and one dinner	£750	£850	Cost for non-members shown. (comparison with CASE - £975 for non-member pass for their conference, excluding dinners).
Annual W100 study tour place – two days of intensive meetings, member dinner and two lunches. This is only offered to Discover members if there are places available after Research members have booked	£850	£1,000	Cost of similar two-day international HE event with lunches and networking dinner.
Additional place at the annual Discover conference, with lunch (Amsterdam/Hong Kong) – depends on availability	£350	£500	Cost of attending one-day HE conference shown.
Aurora quantitative reports, 12 per year	£1,000	£1,500	Price shown to deliver to any non-member university.
Aurora qualitative reports, 12 per year	£5,000	£8,000	International press monitoring service.
Annual research project	£3,000	£5,000	This is the price of our subscriber research projects of similar depth and length.
Research report from the last membership year	£3,000	£5,000	Research is delivered at the end of the membership year and thus remains current for the following year.
Research reports more than one year old	£2,000	£3,000	We don't sell these to nonW100s, but this is the price of a TKP syndicated report more than a year old.
Additional place at the Member day at World 100 event, with lunch and dinner	£300	£600	Cost of one-day HE networking event with lunch and dinner shown.
Total price (£)	£16,250	£25,450	Members receive £9,200 worth of additional benefits compared to commercial comparison