

## Inclusive Access

**Day one access. Great savings. Real success.**

## Frequently Asked Questions

### 1. What is Inclusive Access?

**Inclusive Access (IA), also known as Digital Access**, drives down textbook costs for students, giving them access to course materials through your institution's Learning Management System (LMS) from the first day of class.

### 2. What are the benefits of Inclusive Access?

Inclusive Access benefits everyone:

- **Students** get **the right materials**, at **the right time**, at **the right price**, boosting their academic success and financial well-being.
- **Instructors** retain **academic freedom** while providing their students with affordable, high-quality content.
- **Universities** get **analytics** surrounding student engagement, which helps closely monitor passing rates and retention.
- **College stores** are reinforced as the students' **trusted source of materials**, offering consistent pricing and lower costs—savings which are passed on to students.

### 3. How does Inclusive Access work?

SAGE has successfully worked with almost 150 institutions nationwide to build, test, and implement **Inclusive Access**. Working in partnership with an institution's leadership and bookstore, we develop a streamlined strategy that frees faculty from having to individually implement the **IA** model. The only thing faculty needs to do is opt in! It's that simple.

Once you make the decision to transition to **IA**, your SAGE Representative will work alongside you to launch the program on your campus. Once set up, your faculty then works together to determine course content, bill students' course materials fee, verify course enrollment, and provide SAGE with a registration report.

Your **Inclusive Access** delivery model:

#### **Course Content Selected**

- ✓ Your institution, faculty, or course administrators select course materials.

#### **Students Charged**

- ✓ Included in their tuition or at time of enrollment, your students are billed a course materials fee.

#### **Access Granted**

- ✓ Your students are granted access to digital products on the first day of class—ensuring they are ready to learn from the get-go.

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#### Enrollment Verified

- ✓ Your institution verifies course enrollment.

#### Institution Invoiced

- ✓ Your institution or bookstore is billed by a third-party or by SAGE directly.

#### 4. Why should I consider Inclusive Access?

- **77% of students overwhelmingly favor colleges offering the option to purchase course materials as part of tuition.**<sup>1</sup>
- **78% of students want access:** 78% of students believe they would generally do worse in class without their own copy of the required text.<sup>2</sup>
- **60% or more savings:** SAGE gives students access to quality content at a significantly reduced cost of 60% or more. This eliminates the intense financial burden many students encounter when purchasing course materials.
- **97% effectiveness:** Almost all students who acquire access to SAGE learning materials through this program retain their materials for first day of class.
- **Convenience and flexibility:** Students can purchase learning materials when paying for tuition/fees and can use scholarship or federal loan and grant money<sup>3</sup>, all on a voluntary basis, allowing them the freedom to opt out.
- **Engagement:** Students can have their learning materials in-hand by the first day of class, an important contributor to student [engagement and] success.<sup>3</sup>
- **Lower drop-out rates:** By ensuring that your students have materials in hand from day one, you decrease the likelihood that they'll drop out of, fail, or withdraw from the course.

#### 5. Who does SAGE partner with to offer Inclusive Access?

SAGE partners with national digital content distributors, including VitalSource, RedShelf, Barnes & Noble, Follett, and Unizin.

#### 6. Is it mandatory for all of my students to partake in Inclusive Access?

It's all voluntary. Students are given the option to opt-out of the program, even if they change their mind after signing up.

#### 7. Do you have any available testimonies?

Yes, please visit our [Customer Reviews page](#) to hear success stories from your colleagues and their students.

#### 8. How do I know if Inclusive Access is right for me?

We recognize that **IA** is not a one-size-fits-all answer. Instead, we work directly with you to understand your institution's goals and shape a solution that's uniquely yours. [Your SAGE Representative](#) is always ready to build a plan that's right for you, your institution, and your students.

#### 9. How can I learn more?

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[Connect with your SAGE Representative](#) to learn more about this exciting new textbook model and to discuss an **Inclusive Access** partnership.

### Sources:

1. According to The VitalSource Survey conducted by Wakefield Research ([www.wakefieldresearch.com](http://www.wakefieldresearch.com)) among 500 currently enrolled college students between May 11 and 18, 2016, using an email invitation and an online survey:  
<https://press.vitalsource.com/vitalsource-survey-due-to-high-cost-of-college-students-skip-purchasing-course-materials-grades-suffer-as-a-result>
2. According to Student Pirgs: <https://studentpirgs.org/news/ap/high-prices-prevent-college-students-buying-assigned-textbooks>
3. According to the *Association of American Publishers, Higher Education*:  
<http://www.aapbacktocampus.org/godigital/>