

Chest Agreements – licensing for education

Chest works with suppliers of software and publishers of online resources to deliver pricing and licence terms and conditions that meet the specific needs of UK and Irish universities and colleges.

There are over autonomous 700 universities and colleges plus many other education providers in the private and charity sectors.



Simplify your route into this academic market

We can help your business to grow

If you supply software or publish online resources, then we can:

- raise your profile
- simplify the sales process
- reduce your sales costs

Advantages of working with Chest

- Agreeing the licence terms and conditions and prices for a fixed period removes the burden of many separate negotiations.
- Our legal specialists draw up the contract and licence; partners find them easy to understand and accept. This saves you time and money.
- Promotion on our website, in weekly e-newsletters sent to over 1,000 decision makers, at community groups and conferences.
- Our Chest Agreements are well known for adding value and are trusted by the academic community, which helps to reduce any obstacles to sales.

What is a Chest Agreement?

A Chest Agreement is a contract between a supplier and Chest. An agreement allows Chest to market and promote a supplier's products to universities, colleges and other education providers under the established licence terms and conditions and prices.

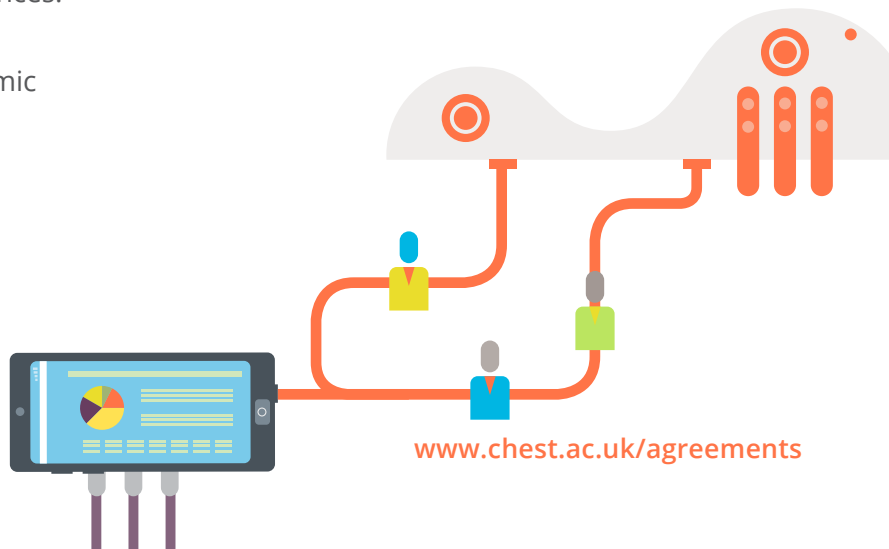
Some views from our suppliers

"From a provider's perspective, it is always great and easy working with Chest."

Nicholas Archilleos, Euromonitor International Ltd

"Chest always goes above and beyond in looking for innovative ways to increase revenues for their suppliers and are a pleasure to do business with."

Ellen Griffith, Open Text Connectivity Solutions



What universities and colleges say

Universities and colleges recognise that Chest Agreements offer value for money and appropriate licence terms and conditions. 99% of universities and 86% of colleges subscribe to one or more agreements.

“Chest Agreements represent the best value and terms available for site or bulk software licences. They are negotiated by people who fully understand our needs. I have used and appreciated Chest Agreements for 25+ years.”

Peter Armstrong, The University of Sheffield

“I have always found Chest staff to be knowledgeable, responsive and professional. The agreements themselves offer value for money and I rate the service highly.”

Steve Alston, University of Bath

Get in touch

Speak to one of our specialist licensing Business Development Managers:

Contact Nikki Rowe about online resources

Email: nikki.rowe@chest.ac.uk

Contact Howard Moody about software

Email: howard.moody@chest.ac.uk

Contact Ben Offiler about either online resources or software

Email: ben.offiler@chest.ac.uk

About Chest

Chest is a brand of Eduserv, a not-for-profit provider of industry-leading technology advice, engineering and support enabling public sector organisations to make better use of technology for public benefit. The company is limited by guarantee (registered in England and Wales, company number 3763109) and a charity (number 1079456).

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www.chest.ac.uk

www.eduserv.org.uk

Online Resource Suppliers

The American Mathematical Society (AMS)
American Psychological Association (APA)
ASTM International
Brill Academic Publishers
Chemical Abstracts Service (CAS), American Chemical Society
Cobweb Information Ltd
Content Online Ltd
D & B Hoovers
EBSCO Information Services
Elsevier BV
Emerald Publishing Limited
Euromonitor International plc
Greenleaf Publishing
IGI Global
IHS (Global) Limited
The Institution of Engineering & Technology (IET)
International Monetary Fund (IMF)
MarketLine, Progressive Digital Media
MindGenius Ltd
Nielsen Book Services Ltd
New Scientist
The Organisation for Economic Co-operation and Development (OECD)
Oxford Business Group
Ovid Technologies
ProQuest LLC
Springer Nature
Taylor and Francis (Routledge)
Thieme Medical Publishers Inc
United Nations Publications
Wolters Kluwer
Wize Nordic

Software Suppliers

Academia Ltd
Adobe Systems Incorporated
Bytes Software Services
CDW
Comparex
Clarivate Analytics
Civica Services Ltd
Document Insights Ltd
Esri UK
Harris Geospatial Solutions
Hexagon Geospatial
Insight Direct (UK) Ltd
License Dashboard Limited
Malwarebytes Ltd
Microsoft Corporation
MindGenius Ltd
Numerical Algorithms Group Ltd
Open Text Inc.
Phoenix Software Ltd
Prio Infocenter AB (URKUND)
Pugh Computers Ltd
QSR International (UK) Ltd
SAS Software Limited
Snow Software
Softcat plc
SoftwareONE
Sterling Geo Ltd.
TermSet
Thomson Reuters Corporation
Waterloo Maple Inc.
XMA Ltd