



LETTER OF UNDERSTANDING
BETWEEN DREXEL E-LEARNING AND
COLLEGE OF SOUTHERN MARYLAND NURSING A.S.TO RN-BSN

August 28, 2012

This Letter of Understanding is between COLLEGE OF SOUTHERN MARYLAND ("CSM") located at 8730 Mitchell Road, La Plata, MD 20646, and Drexel eLearning, Inc. ("DeL") located at 3001 Market Street, Philadelphia, PA 19104.

This Understanding covers specific responsibilities to be undertaken by CSM and by DeL.

The letter of understanding is divided into three sections. **Section I** is the basic understanding governing this specific project undertaken by CSM with DeL. **Section II** includes DeL's BSN Requirements with acceptable CSM courses. **Section III** focuses on the financial arrangement between CSM and DeL.

SECTION I: Roles of CSM and DeL

DeL will:

- Waive the application fee for CSM students applying to DeL's Program to Program RN-BSN Program
- To serve as a basis for evaluation of the program, DeL will provide aggregate statistical information, regarding application, applicant credentials and admissions decisions, in addition to aggregated academic progress data. This information will be shared annually with CSM.
- Develop and maintain a web page specifically for the use of CSM students, both current and graduates, as well as employees, their spouses/ significant others, and dependent children listing all online educational courses in this Letter of Understanding that will be offered at a reduced tuition rate, as stated in this Letter of Understanding.
- Manage all course registrations placed through the CSM – DeL web page.
- Produce at no cost to CSM any marketing materials related to CSM – DeL partnership

CSM will:

- Do an initial announcement of the relationship with DeL to be prepared by DeL
- Work with DeL to promote courses, as listed below, through whichever CSM outlets they see as fit.

Term: This understanding shall commence August 28, 2012 and will remain in effect unless terminated in written notice from either party. Changes to this document can be made in writing with mutual consent.

Marketing: This document does not provide DeL the right to use any logos or trademarks of CSM or any of its organizational units for any purpose whatsoever outside of the general co-branded marketing materials created for the purpose of communicating partnership benefits, site visit promotion and program marketing. Approved usage of the CSM logos and trademarks must follow established and published guidelines for logo use with any use approved in writing. Any questions concerning logo use must be referred to CSM directly for resolution.

This document does not provide CSM the right to use any logos or trademarks of Drexel University or any of its organizational units for any purpose whatsoever. Approved usage of the Drexel University logos and trademarks must follow



established and published guidelines for logo use with any use approved in writing. Any questions concerning logo use must be referred to DeL directly for resolution.

DeL will produce marketing materials for CSM approval prior to use. A joint marketing plan will be approved and activities may include such items as: development of co-branded brochure, internal communications materials, and articles in appropriate CSM publications, mailings to employees, e-mail communications, flyers, posters, and presentations at appropriate meetings or events. Each would be subject to prior approval of CSM.

General:

All activities of the parties hereunder shall be consistent with federal, state and local laws, including antitrust laws and Section 501(c) (3) of the Internal Revenue Code.

Neither party is authorized by the other party under this agreement to act on behalf of or in the name of the other party. Neither party shall have the authority to bind the other in contract, debt or otherwise.

This document constitutes the entire understanding of the parties and supersedes all previous agreements entered into. This document shall be construed in accordance with the laws of the Commonwealth of Pennsylvania and shall be deemed to have been accepted in said state. It may not be changed orally. Any controversy or claim arising out of or relating to this document, or the breach thereof, shall be settled by arbitration in Philadelphia, PA in accordance with the rules of the American Arbitration Association, and judgment upon the award rendered by the arbitrator may be entered in any court having jurisdiction thereof.

SECTION II: Course Evaluation and Requirements

Course evaluation: The CSM A.S. curriculum and the following CSM courses will be accepted as transfer credits for the BSN program with a grade of C or better (Drexel uses the Quarter System: 1 Semester Credit = 1.5 Quarter Credits):

Subject	Semester Credits Needed	Preapproved CSM Course Number
Nursing	30	A.S. Core Curriculum
English	6	ENG 1010 and ENG 1020
Humanities Elective	3	To fulfill Humanities Elective at Drexel, CSM 100 Level is recommended (ie: Literature, Art, Language, Medical Terminology, Music, Theology/Religion, Philosophy Speech Communication/ Public Speaking (if not used for Tier 2), Critical Thinking, etc. <i>Studio courses (Pottery, Guitar) do not count!</i>
Sociology	3	SOC 1010
Psychology	6	PSY 1010 & either PSY 2030/PSY 2050
Anatomy & Physiology	8	BIO 2070/L & BIO 2080/L
Microbiology & Lab	4	BIO 2010/L
Communications	3	COM 1010
Statistics	3	MAT 2300



Economics	3	ECN 2020
Ethics	3	PHL 1410
Social Science Elective	3 or 4	To fulfill Social Science Elective at Drexel, CSM 100 Level is recommended (ie: Anthropology, Economics, Geography, History, Political Science, Psychology, Sociology, and Management)
Advanced Physiology, Pathophys or Pharmacology	4	Take PGHY 325 or 382 at Drexel
Science Elective	6	To fulfill Science Elective at Drexel, CSM 100 Level is recommended (ie: Chemistry, Biology, Advanced Physiology, Pathophysiology, Genetics, Natural Science, Physics, Astronomy)
Open Elective	9	3 100+ GENERAL EDUCATION ELECTIVES
Tier Three	31	Fully Completed at Drexel University Online (required)

**General Elective/Open Elective - Any non-remedial course (at least 100 level) that is part of an approved curriculum at an accredited college and that has at least an implied theoretical base (such as a practicum) may be used as a general elective. May not be a gym course, skills course, repeat course you have already taken, course used for other tier transfer credit.*

Requirements: Criteria for CSM A.S. students to be eligible for application to and acceptance at Drexel while enrolled at CSM:

- May apply no sooner than the last two semesters of the A.S. program
- Have a 2.5 GPA or higher
- Submit all official transcripts to Drexel
- Complete the online application at www.drexel.com/CSM

Requirements that must be completed once accepted into the Drexel BSN program, prior to enrolling in classes:

- Submit final transcript
- Submit a copy of active RN license
- Complete all pre-requisites (60 credit hours) with a grade of C or higher

SECTION III: Financial Arrangement

- DeL will provide a Drexel reduced tuition rate (Exhibit I) to any CSM nursing program graduate, current student, employee, employee's spouse, significant other, or dependent child who participates in online programs and courses offered through this relationship, as stated in this Letter of Understanding.
- DeL will provide students with the forms required by Drexel University for access to the deferred billing program, which permits deferred payment of tuition until the first week of classes of the following term if the student works for an employer who reimburses the tuition.



It is understood that no understanding has been entered into until this document has been fully completed and executed by an authorized individual for each party. If the above terms and conditions are acceptable, please sign and return to DeL.

For Drexel eLearning, Inc.

For COLLEGE OF SOUTHERN MARYLAND

Arthur Zamkoff
President

Date

Bradley M. Gottfried

Dr. Bradley Gottfried
President

8/29/12

Date

Sue Subocz

Dr. Sue Subocz
Interim Vice President, Academic Affairs

8/28/2012

Date



Exhibit I - Partner Tuition Rates - 2011-2012 Academic Year

(Tuition rates are subject to change academic year over year. Percentage discount will remain constant)

College of Nursing and Health Professions				
Bachelor's Degree Programs	Level	Tuition Rate/Credit	Reduction	Partner Rate/Credit
RN-BSN	UG	\$632	25%	\$474