

LETTER OF UNDERSTANDING

July 22, 2020

This Letter of Understanding (LOU) is between COLLEGE OF SOUTHERN MARYLAND ("CSM") located at 8730 Mitchell Road, La Plata, MD 20646 and Drexel University Online, LLC, DBA Drexel University Online, located at 3025 Market Street, Suite 300, Philadelphia, PA 19104. This Understanding covers specific responsibilities to be undertaken by **CSM** and by Drexel University Online. The agreement is divided into three sections. Section I is the basic understanding governing this specific project undertaken by **CSM** with Drexel University Online. Section II outlines the articulation agreement with **CSM** and Drexel University Online for the RN-BSN Nursing program. Section III focuses on the financial arrangement between **CSM** and Drexel University Online.

Now, therefore, and intending to be legally bound, the parties hereby agree as follows:

SECTION I: ROLE OF CSM AND DREXEL UNIVERSITY ONLINE

Under this agreement, **Drexel University Online** will:

- Develop and maintain a web page specifically for the use of **CSM** employees, board members, and immediate family members listing all online educational courses that will be offered at a reduced tuition rate.
- Produce marketing materials related to **CSM** – Drexel University Online partnership at no cost.
- Assign a dedicated partnership liaison to the organization to serve as the main point of contact for Drexel University Online and primary resource for information about Drexel's online programs and facilitator of on-site and virtual activities that support the organization's human capital strategy and raise awareness of Drexel and its online academic programs.
- Work to provide periodic professional development webinars or brief workshops from Drexel University faculty and coordinate and/or participate in a variety of on-site and virtual activities like open houses, education or benefits fairs, and more.

CSM will:

- Do an initial announcement of the partnership within thirty (30) days of partnership launch to be prepared by Drexel University Online and approved by **CSM**.
- Allow Drexel University Online and Drexel University faculty and staff quarterly on-site and/or virtual access to the organization to provide supportive activities like open houses, professional development workshops and other offerings that support **CSM's** human capital development needs at dates and times that are mutually agreed upon.
- Work with Drexel University Online to promote programs and application deadlines through pre-determined communication channels on a quarterly basis.

Term: This understanding shall commence upon date of final signature below and will remain in effect unless terminated with thirty (30) days written notice from either party for any reason. Changes to this document can be made in writing with mutual consent. Should the partnership be terminated for any reason, all students enrolled in programs at that time will be entitled to continue to take advantage of the partnership benefits through graduation, not to exceed five (5) years from the date of termination; however, the CSM page will be removed from the website and no further marketing action will be taken.

Nonexclusive: This LOU is not exclusive and in no way prohibits **CSM** from partnering with any other college or university to provide educational benefits to their employees or students.



Marketing: Each party agrees that it shall not use the name, logo, seal, trademark, or service mark of the other party without the prior written consent of that party. Drexel University Online will produce marketing materials for approval by **CSM** prior to use. A joint marketing plan will be developed that may include things such as the following: development of co-branded brochures, internal communications materials, articles in appropriate **CSM** publications, mailings to employees and members, e-mail communications, flyers, posters, and presentations at appropriate meetings or events.

General: The parties are independent contractors. Nothing contained in this Agreement is intended to create an agency or joint venture between the parties. At no time will either party make commitments or incur any charges or expenses for or on behalf of the other party.

Any notice must be in writing and sent to the address of the party listed below. This LOU may only be modified by a written amendment that is executed by an authorized representative of each party. This LOU will be governed by and construed in accordance with the laws of the Commonwealth of Pennsylvania. The parties will use reasonable efforts to resolve amicably any disputes that may relate to or arise under this LOU. If the parties are unable to resolve the dispute amicably, then the parties will submit to the exclusive jurisdiction of, and venue in, the state and Federal courts located in the Eastern District of Pennsylvania. This LOU contains the entire agreement between the parties with respect to subject matter of this LOU and supersedes all other oral or written representations, statements, or agreements with respect to such subject matter. This LOU is binding upon the parties and their respective successors and assigns. Neither party may assign this LOU without the prior written consent of the other party provided, however, a party may assign this LOU to any entity that acquires all or substantially all of such party's assets or its business that is the subject hereof.

SECTION II: Course Evaluation and Requirements

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 2.0 GPA or higher
- Submit all official transcripts to Drexel
- Complete the online application at <https://online.drexel.edu/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

Course evaluation: The CSM A.S. curriculum and the findicated 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	45	Must obtain a nursing license and associates degree
English	6	ENG 1010 and ENG 1020 Compostion I & II
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 Introduction to Sociology



Psychology	6	PSY 1010 General Psychology & PSY 2050 Human Development/Life SPAN AP
Anatomy & Physiology	8	BIO 2070/L Integrated Anatomy & Physiology I w/Lab & BIO 2080/L Human Anatomy & Physiology II w/Lab
Microbiology with Lab	4	BIO 2010 Microbiology w/Lab
Science Elective	3	Additional Credits posted from A&P + Microbiology credits
Computer Science or Communications	3	COM 1010 or 1350 Basic Principles of Speech Communication
Statistics	4	MTH 1015 Introduction to Statistics
Economics	4	ECN 1015 Introduction to Economics OR ECN 2020 Principles of Microeconomics OR ECN 2025 Principles of Macroeconomics
Ethics	3	PHL 1410 Topics in Contemporary Ethics
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)
Science Elective	5 to 6	To fulfill Science Elective at Drexel, CSM 100 Level is recommended
Pharmacology for Practicing Nurses	5	Must Take at Drexel
Open Elective	12-18	3 100+ GENERAL EDUCATION ELECTIVES (i.e. MTH 1115 Applied College Algebra)
Tier Three	31	Fully Completed at Drexel University Online (required)

SECTION III: FINANCIAL ARRANGEMENT

Drexel University will provide a reduced tuition rate (Appendix A) to **CSM's** students, employees, board members, and immediate family members who participate in online programs and courses offered through this relationship. Tuition and fee rates are subject to change each academic year as determined by the Drexel University Board of Trustees.

If the above terms and conditions are acceptable, please sign and return to: **Drexel University Online**, Attention: Strategic Partnerships: 3025 Market Street, Suite 300, Philadelphia, PA 19104; Fax: 215-895-0499

For Drexel University Online

For College of Southern Maryland

Hyun Sean Chung
Hyun Sean Chung (Sep 24, 2020 16:23 EDT)

Eileen Abel
Eileen Abel (Aug 3, 2020 10:44 EDT)

Name, Title
Sep 24, 2020

Name, Title
edabel@csmd.edu

Date

Date








College of Southern Maryland & Drexel University Online RN to BSN to Sign

Final Audit Report

2020-09-24

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