

PARTNER YOUR WAY TO SUCCESS:

ADVANCING CONSORTIA OPPORTUNITIES IN THE VOLUNTEER STATE

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Introduction



- Consortial purchasing project in Tennessee
- How the project got started
- Funding environment
- Data gathering strategy
- Survey results
- Working with vendors
- Working with libraries
- Strengths and weaknesses of our approach
- Time permitting, we'd like to hear about consortial models you are working with

Existing Consortial purchasing models

- Various models in Tennessee
 - TEL – statewide electronic library
 - Tenn-Share – statewide consortium
 - Lyrasis – regional consortium
 - TBR RODP – comprehensive university and community college online degree program
 - Medical libraries – group purchases of products
 - Ad hoc groups – Various groups work together for products like Science Direct, Chronicle of Higher Ed, Westlaw, etc.
- Needed to leverage our buying power more strategically and be more proactive
- Needed increased communication and coordination

It was the worst of times

- Global financial crisis exposed weaknesses in the economy throughout 07/08
- State appropriations increased 1% per FTE in 07/08
- It started to trickle down to universities in Fall '08
 - ▣ “A survey of officials at SHEEO institutions, however, indicated that during [the first half of the 2009 fiscal year, which began in July at most colleges,] 65 percent of colleges took midyear budget cuts, and 44 percent are in states with governors who’ve proposed cuts or flat funding in the 2010 fiscal year.” (Stripling, 2/11/09)

It was the worst of times



- By the time libraries were affected, many 08/09 renewals had been made, artificially inflating renewal rates
- Vendors were complacent, not fully realizing the affect the crisis would have on their business model
- In fact, libraries were faced with a mid-year return of funds, putting a crunch on later renewals
- The ICOLC (International Coalition of Library Consortia) and ARL (Association of Research Libraries) felt the need to address vendors and publishers about this

It was the worst of times



- ICOLC statement was released on 1/19/09
 - ▣ “The ICOLC library consortia consider the current crisis of such significance that we cannot simply assume that libraries and publishers share a common perspective about the magnitude of the crisis and the best approaches to cope with it”
- ARL followed up with a statement on 2/19/09
 - ▣ “There is ongoing concern in the library community that relatively strong 2009 renewals, by masking the ultimate consequences of the changing state of library finances from many publishers, could lead to unwarranted complacency”

Necessity is the mother of invention



- Libraries around Tennessee were faced with budget cuts around this time
- At the MTSU library we were asked in January '09 to cut 9.5% from the electronic resources budget
- While reviewing the resources that were considered for cancellation, there was a realization that more of our resources could be purchased on a consortial basis
- It seemed like an opportune time to discuss ways to increase consortial purchases across the state

A new strategy



- A meeting was called by the Tennessee Library Association's Electronic Resources Management Roundtable for March 4, 2009
- Key stakeholders from:
 - ▣ State and regional consortia
 - ▣ State contracts office
 - ▣ Library deans and directors
 - ▣ Public, school, and academic libraries represented
- Agenda to focus on what we're doing, what we could do more of, and how to do it
- Also there was free food

Where are we now?

- Where are we now? Discussion and definition of existing electronic resource consortial activities and programs.
- Tenn-Share
 - only funded 15 hours a week
 - getting responses from libraries was an issue
 - sometimes licensing was an issue
- Lyrasis
 - Explained merger with PALINET
 - Changes coming to OCLC
 - Any group can call itself a consortium
 - Has over 500 products under license
 - Is aware of what other libraries are paying, recommended checking with them
- TBR – RODP
 - Which types of products were considered for whom
 - Procurement process
- TEL
 - NPR model
 - No strong centralized state library

Where are we going?

- Where are we going? Discussion of additional needs consortia can meet.
 - ▣ leverage buying power
 - ▣ negotiation of more advantageous licensing terms
 - ▣ streamlining of contract procedures
- What this really means is moving from cooperation to collaboration.
- Involves a culture shift in libraries
- “Sustaining the culture of the collaboration requires attention and maintenance.” (Shepard)

How are we going to get there?



- Next Steps

- ▣ determine procedures and priorities

- Survey

- Roles

- ▣ Lyrasis to work with vendors
 - ▣ Tenn-Share to coordinate with libraries

- Timeline

Overview of Survey Results



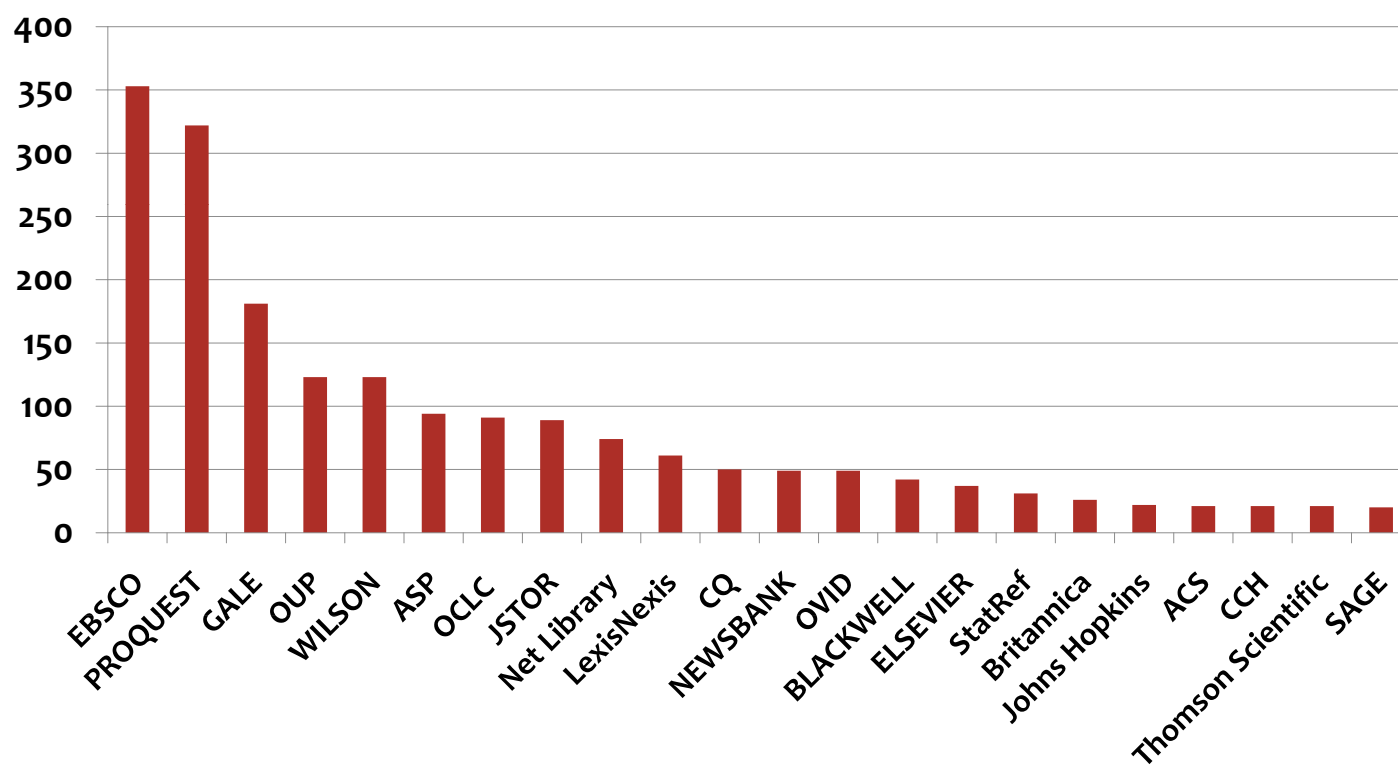
- 81 libraries participated
- 2,823 individual subscriptions
- 2,350 Lyris vendor titles
- 829 electronic resource titles
- \$13,538,398 in reported expenditures

Survey Analysis

		Number of Libraries in Category	Percent	Total Dollar Amount in Category	Did Not Provide Expenditures	Percent
Total Colleges		43	53.09%	12,490,807	4	92.26%
Total Schools		21	25.93%	234,111	3	1.73%
Total Public		13	16.05%	739,025	1	5.46%
Medical - Hospital		3	3.70%	66,300	1	0.49%
Government		1	1.23%	8,155	0	0.06%
		81		13,538,398	9	

Common Vendors

Number of ER Products



Common Electronic Resources

Vendor	Product Name	Licenses
LexisNexis	Lexis - Nexis Academic	26
Britannica	Britannica Online, some school edition	23
OUP	Oxford English Dictionary	23
OUP	Oxford Reference Center, standard and premium	23
APA, OCLC, EBSCO, Proquest	PsycInfo	23
EBSCO, Proquest, Gale, OCLC	MLA International Bibliography	21
GALE	Gale Virtual Reference Library	20
APA, OCLC, EBSCO, Proquest	PsycArticles	19
GALE	Biography Resource Center	17
CQ	CQ Researcher	16
EBSCO	Academic Search, elite and premier	15
ASP	Classical Music Library	15
WILSON	OmniFile (FT? Mega?)	15
EBSCO	Business Search Premier	14
EBSCO	CINAHL with Full Text, some plus	14
Net Library	netLibrary	14
Johns Hopkins	Project Muse, standard and premium	14
CAS	Scifinder Scholar	14
PROQUEST, EBSCO	A to Z, open-url, federated	13
NAXOS	Naxos Music Library	13
PROQUEST	Safari	13

Pricing & Proposals

- ❑ Lyrasis contacted 46 vendors for consortial pricing on the most commonly held titles
- ❑ Vendor responses:
 - ❑ No response
 - ❑ Did not have time to create a proposal
 - ❑ Will offer group pricing for new products
 - ❑ Provided discounts (13 products)
- ❑ Most discounts consisted of a % off list or last year's prices

Library Participation

- Tenn-Share managed publicity, opt-in process, and billing

Products and # of libraries participating

LexisNexis Academic 17	Britannica Online 0 - most already had better pricing
netLibrary 8 th Shared Collection 14	Sociological Abstracts FirstSearch 0 - many had better existing pricing
LexisNexis Congressional 4	Annual Reviews 0 - did not reach the minimum number of participants
ACLS Humanities eBook 4	Chronicle of Higher Education 0 - postponed due to renewal dates
CIAO 4	Country Watch 0 – not enough participants to reach higher discount
Credo Reference 4	
Facts On File 4	
Columbia Granger's Poetry 4	

Challenges



- Need deeper discounts
- Time
 - ▣ Input from member libraries
 - ▣ Negotiations with vendors
- Communication
 - ▣ With member libraries
 - ▣ Between Tenn-Share and Lyrasis
 - ▣ Within Lyrasis
- Licensing Issues

Moving Forward: Phase II

- Expanded timeline
- Tenn-Share Electronic Resources Committee

Charge: To achieve cost savings through consortial purchasing of electronic resources by investigating methods, determining priorities, and encouraging participation. The committee will work with various agencies, including providing input and advisement on content for the Tennessee Electronic Library.

- Improving ordering process with Lyrasis
- Lyrasis correcting internal problems
- Plan to work with state higher education and municipal gov't association to streamline licensing, created Tenn-Share pay agent contract

Moving Forward: Phase II

- First TSERC meeting 10/29
 - Set up subcommittees for each library type
 - Prioritized resources to Lyrasis by 11/13
 - Vendor negotiations complete by mid-January
- Strategies for significant savings
 - Be willing to switch interfaces
 - Consolidate multiple databases with one vendor
 - Models for smaller schools/depts: per-search, simultaneous users, % of FTE, shared users
 - Adjust price based on usage statistics
 - Purchase resources for long-term savings



Questions?

Presentation will be posted online
<http://www.tenn-share.org/databases>