

Consortia Purchasing: The Himmelfarb Experience

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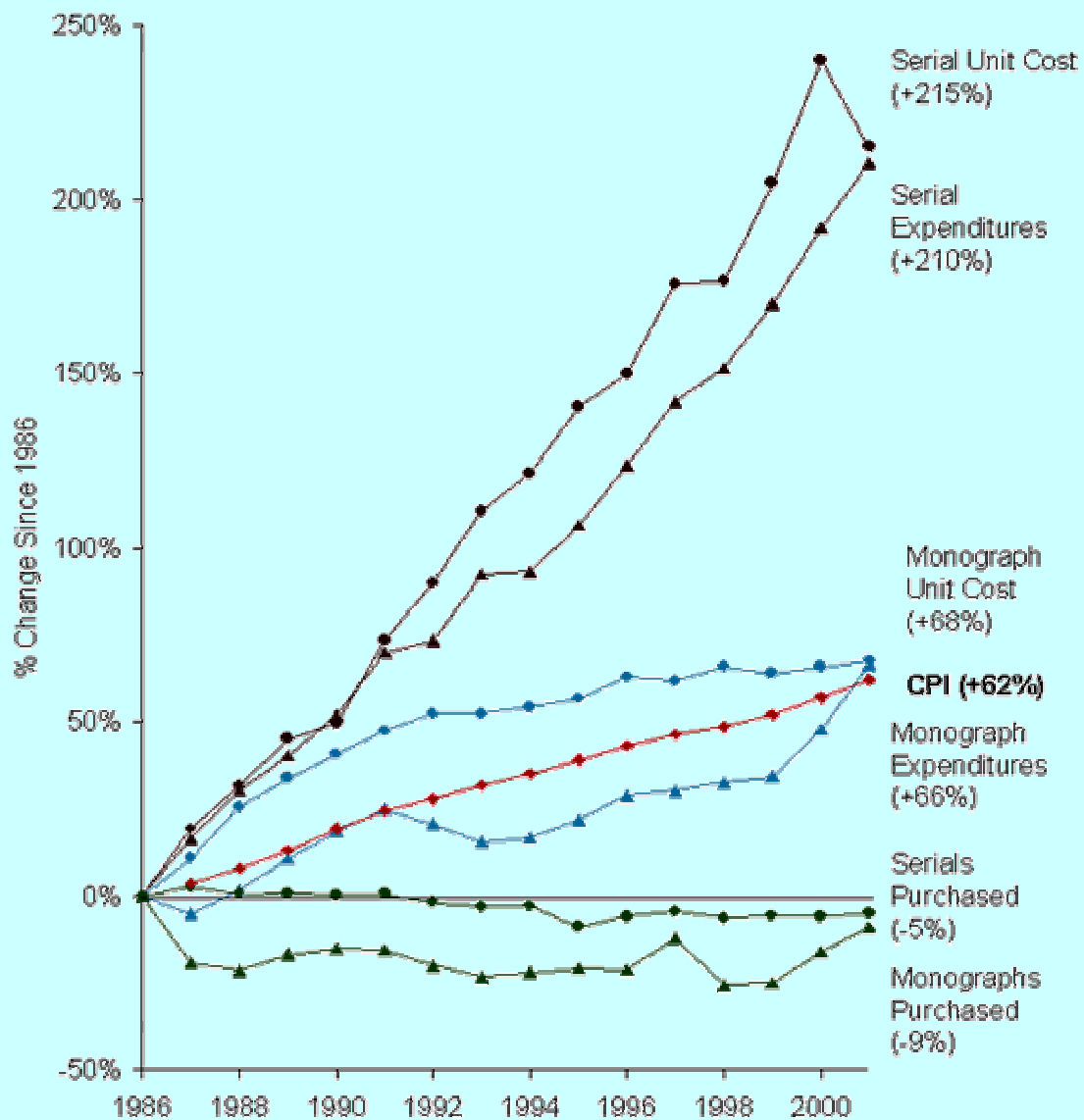


Himmelfarb Health Sciences Library

Himmelfarb Faced Typical Problems

- Diverse collection
- Tracking costs and licenses
- Providing 24/7 access from any location
- Growing number of training issues
- New programs often competed
- Declining budgetary support
- Increasing costs— hardware and software

Graph 2
**Monograph and Serial Costs
 in ARL Libraries, 1986-2001**



Source: *ARL Statistics 2000-01*, Association of Research Libraries, Washington, D.C.

Himmelfarb had a clear direction

- More electronic resources
- More access to electronic resources

The Usual Approaches

- Justified electronic resource need through library survey
- Requested additional funding
- Approached local foundations and worked with the Development Office
- With faculty and resident input, reassessed the collections and cut remaining low use titles

Range of Solutions

- Internal partnerships
- Informal partnerships
- Piggyback partnerships
- Formal, outside partnerships

Internal Partnerships

A decorative graphic consisting of four overlapping, downward-pointing triangles in a lighter shade of blue, arranged in a staggered pattern on the right side of the slide.

Gelman Library (GW Academic)

- Mutual commitment to non-restrictive, non-exclusive licensing agreements based on:
 - 1 contiguous campus with 12 schools
 - 1 set of IP ranges (including all subnets)
 - All e-resources are available campus-wide

Gelman (continued...)

- Mutual agreement to post all e-resources to the WRLC union list of e-resources
- All disciplines are available in one location
- Access to health sciences materials in the Electronic Title Finder
- Access to electronic resources from off-campus 24/7 through proxy server

Gelman (continued...)

- Commitment to joint purchases whenever reasonable.
- Success with Dekker, ACS, Academic collections
- Success with individual titles such as PNAS, Web of Science, BIOSIS
- Success with trade-off database purchases

ASK A LIBRARIAN
Hours:
M-W 11-5, 8-10
Th 11-5 F 1-5

ALADIN - A Service of the Washington Research Library Consortium

WRLC Libraries Collections

- WRLC Libraries Catalog
- GW Course Reserves
- Prometheus at GW
- Blackboard at GW
- WRLC Libraries Digital & Special Collections
- e-journal Title Finder
- Gelman Library Homepage

WRLC Libraries Information

- WRLC Libraries Information and Campus Maps
- Borrowing from Other WRLC Libraries
- ALADIN Privacy Policy
- ALADIN Appropriate Use Policy

ALADIN Databases

Need to Find Articles? Looking for a Good Place to Start? Try:

- Academic Search Elite
- Proquest General Reference

Databases by Title
A-C D-L M-Z

Databases by Subject

- Law and Government
- Literature
- Management Science/Operations Management
- Mathematics
- Medicine/Health Sciences
- Military Sciences

Go

Find Databases by Name/Category

Go

My Databases (Log On)

Not Finding What You Need? Try:

Implications of Gelman partnership

- Himmelfarb successfully allied with another WRLC institution to split database costs for SportsDiscus And CINAHL
- Gelman and Himmelfarb committed to work on a single e-reserves system
- Gelman and Himmelfarb were able to present a united front on information technology issues

Gelman Impact

- Himmelfarb staff practiced negotiation skills extensively
- Justified contribution to entire University
- Asked to participate in planning for e-resources

ISS

- Banner integration
- Proxy server test
- Wireless LAN

Informal Partnerships

A decorative graphic consisting of four overlapping blue triangles pointing downwards, arranged in a staggered pattern from the top-left towards the bottom-right of the slide.

Burns Law Library (GW)

- Reference staff began teaching a session on health sciences resources in the Legal Research class
- Result in increased access to legal collection for our students
- Himmelfarb able to decrease medico-legal purchases

Children's National Medical Center Library (Affiliate)

- All specialty pediatric materials purchased by CNMC library
- Himmelfarb only purchases basic pediatric materials
- Charge each other photocopy rates
- Use e-delivery for materials or share space on the Biomedical Communications delivery truck

Piggyback Partnerships

The image features a solid blue background. In the upper center, the text "Piggyback Partnerships" is written in a yellow, serif font with a thin black outline. In the lower right quadrant, there are four parallel, diagonal lines of varying lengths, all pointing towards the bottom right corner. These lines are a slightly darker shade of blue than the background, creating a sense of depth and movement.

WRLC

- Initially, seen as academic only
- Electronic resource management
- Electronic resource access— one place, off-campus
- Invited to share costs with other institutions
- URL: www.wrlc.org

Issue of Autonomy

- Terrific University Librarian. Non-territorial.
- Each library understands to whom they report and who provides the bulk of their budgets.
- Balance of power.

NERL

- University joined ARL
- Himmelfarb key in process
- Benefit: Associated with NERL
- Outcome: Twice discounted membership in BioMedCentral!

Formal, Outside Partnerships

The image features a solid blue background. In the upper center, the text "Formal, Outside Partnerships" is written in a yellow, serif font with a thin black outline. In the lower right quadrant, there is a decorative graphic consisting of four parallel, diagonal lines that slope downwards from left to right. These lines are a slightly darker shade of blue than the background and are arranged in a staggered, overlapping pattern.

The stage was set

Among academic libraries, the WRLC provided a model for cooperative technology solutions and collection development.

Stage (continued...)

- Among health sciences libraries:
 - Greater cooperation among institutions
 - 3 new academic health sciences library directors in last 5 years
 - Past history of cooperation in other areas
 - Everyone else had caught up!

Washington-Baltimore Health Sciences Library Consortium

■ Members:

- George Washington University
- Georgetown University
- Howard University
- MedStar: Washington Hospital Center, 4 Baltimore Hospitals
- AAMC
- CNMC
- ACOG

Negotiations

- Among ourselves
- With vendor

Among Ourselves

- Institutions at the table normally serious competitors
- Several of us already had good contracts with Ovid— less at stake
- Two partners eager to sign on— no Ovid resources
- Entire process lengthy, nerve-wracking

Issues

- Determining shares: # of beds? # of students?
Amount of prior usage? Amount of prior bills?
Combination?
- Textbook selection very contentious
- Timing
- How to pay

Negotiations with Vendor

- Ovid a good negotiating partner– made multiple presentations, business proposals, revisions, extended contracts
- They stood to gain 2 major new accounts and expand scope of 5 current accounts

Personnel Involved

- Negotiations: our director with support of accountant and VP for Educational Resources
- Implementation: Electronic Resources Coordinator

Advantages to Himmelfarb

- Maintained our core database set
- Greatly increased our number of seats
- Provided access to [Books@Ovid](#)
- Expanded our list of online journals
- Finally, something electronic for nurses
- Able to implement OpenLinks
- Were willing to work so that new resources integrated into WRLC framework
- Lots of Ovid support for training, customization

Through Consortium

- Ovid Core Biomedical Collection
- Ovid Collections II and III
- Ovid Nursing Collections I and II
- 27 textbooks
- EBM Review set
- CINAHL
- AMED
- MEDLINE/CancerLit/HealthStar

Individual Negotiations

- BMJ Clinical Evidence
- 30 individual journal titles
- HAPI

Sustainability

- We shall see?!
- Diverse set of institutions.
- Dependent on institutional budget processes.
- Need a more formal structure.
- Share determination process still under discussion.

Conclusions

- **Benefits clear– more resources out of same budget**
- **Need to get out of library and learn what everybody else is doing– inside and outside GW**
- **Can't be afraid to step up, ask questions, volunteer**
- **Takes lots of time to forge good relationships**
- **Finding unique partners make the difference; scan your horizon for potential alliances**
- **Not all ventures will be successful**

New Consortia Challenges

- Request to include Himmelfarb's holdings in WRLC catalog
 - Don't participate in consortium loan service
 - If we go ahead how will entries make our position clear to users?
- Development of an Electronic Resources Policy to guide future acquisitions and negotiations

This presentation is available at:

[http://www.gwumc.edu/library/about/
posters/using consortia to expand
econtent.pdf](http://www.gwumc.edu/library/about/posters/using_consortia_to_expand_econtent.pdf)