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# Saving Money through Collaboration in OCLC 通过与OCLC合作来省钱

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I could have had other less ambitious titles for my presentation

我的讲稿中本来有较不炫耀的题目

- Library cooperative collection development in Asia Pacific (“virtue is its own reward”)
- Library resource sharing in Asia Pacific (describe it but no need to justify it)
- BUT OCLC’s goals are to further (increase) access to the world's information and reduce the rate of rise of library costs
- 亚洲太平洋地区图书馆的合作馆藏发展(善有善报)
- 亚洲太平洋地区图书馆的资源共享(“描述但不用辩解”)
- 但是OCLC的目标是促进(增加) 存取至全世界的信息和降低图书馆成本的递增速度



# Asia Pacific is HUGE/Diverse Population, Geography, Culturally, Systems of Government

## 亚洲太平洋地区地大物博，人口、地理、文化和政 府体制多元化

- 44.6 M Sq. KM
- 4460万平方公里
- 3.9 B people
- 3.9亿人口
- 46 Countries
- 46个国家

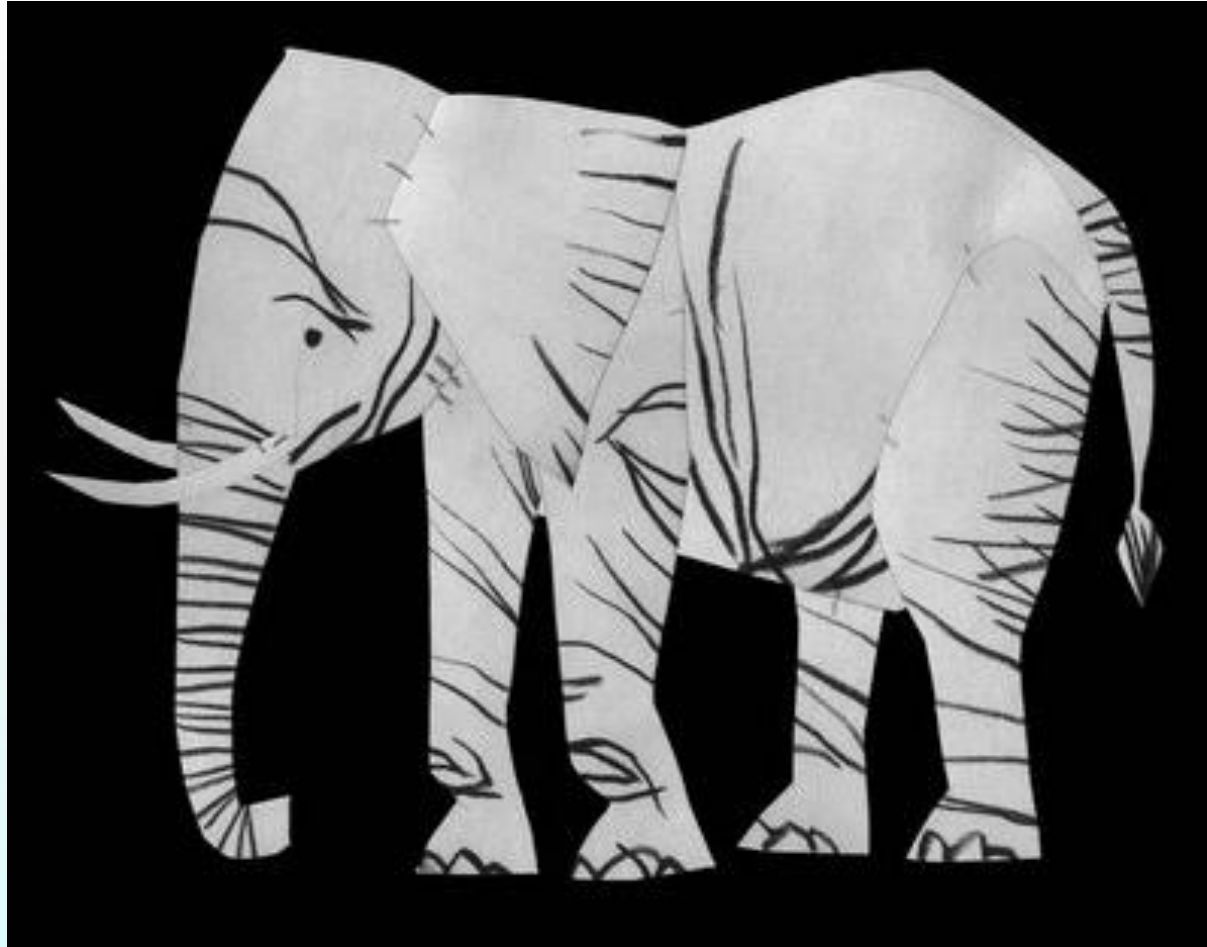


This makes saving money through cooperation  
complex/difficult!!!!这使得通过合作来省钱变得复杂  
或困难!!!!

[http://www.polkmajestic.com/  
assets/images/WorldMapOutli  
ne\\_Upload.jpg](http://www.polkmajestic.com/assets/images/WorldMapOutline_Upload.jpg)

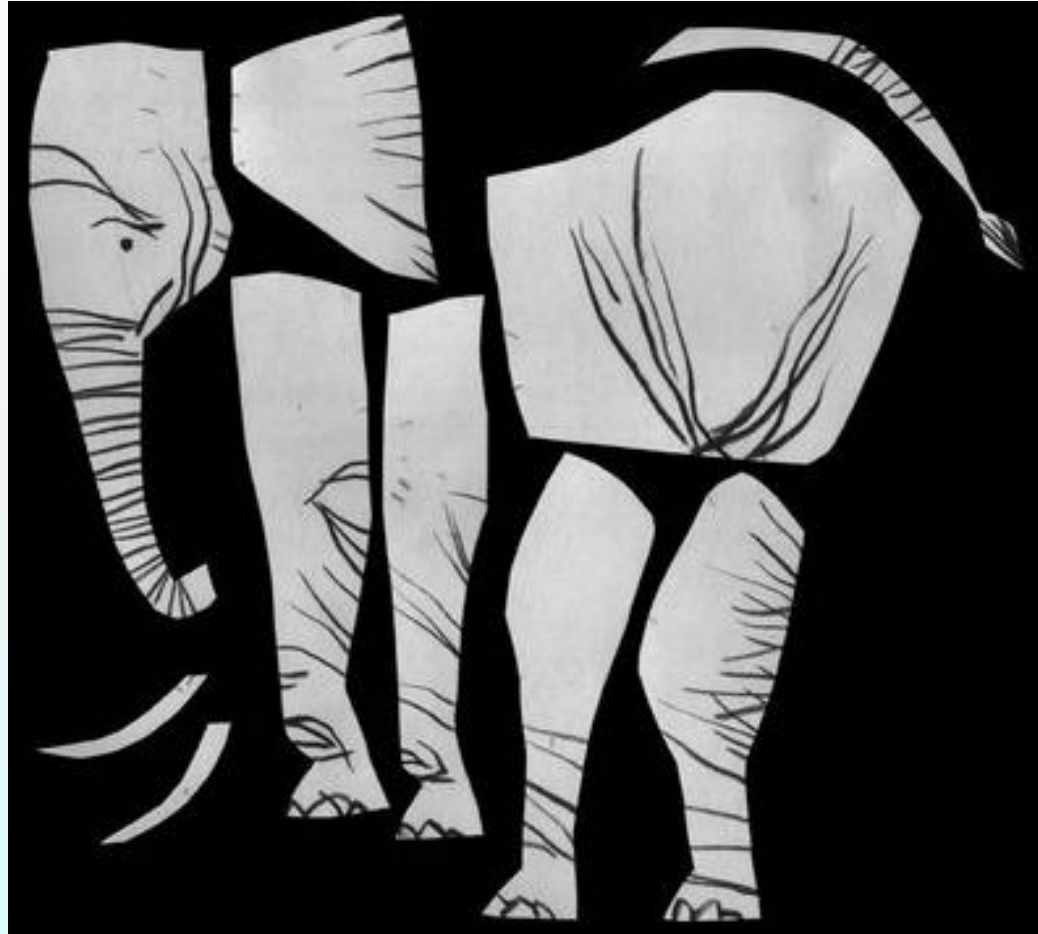
# How do you eat an elephant?

您会如何吃大象?



<http://mattdawsonblog.blogspot.com/2009/03/elephant-for-story.html>

You eat it one bite at a time: this is how OCLC has tried to work in Asia/Pacific – country by country  
一段时间內吃一口：这便是OCLC如何在亚洲/太平洋地区开展工作——一个国家一个国家来

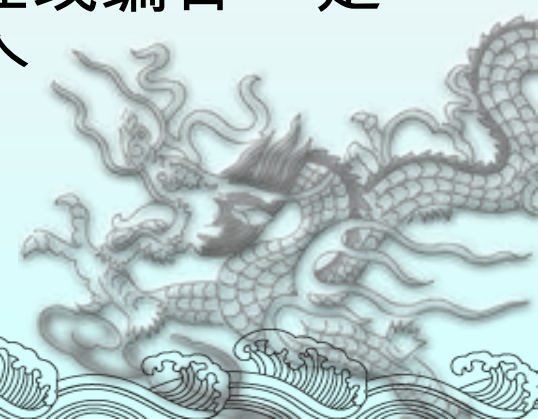


<http://mattdawsonblog.blogspot.com/2009/03/elephant-for-story.html>

# OCLC in Asia Pacific: 1980's

## OCLC 在亚洲太平洋地区: 1980年代

- ◆ 1986. OCLC can support Chinese, Japanese and Korean (CJK) scripts
- ◆ OCLC establishes separate OCLC Asia Pacific Office in Ohio
- ◆ Taiwan's Tamkang University Library begins online cataloguing – 1<sup>st</sup> in Asia
- ◆ 1986年。OCLC能够支持中文,日文和韩文(中日韩)手稿
- ◆ OCLC把在俄亥俄州的OCLC太平洋地区办公室分开
- ◆ 台湾的淡江大学图书馆开始进行在线编目 – 是亚洲第一个



# 1990 to 1994

1990年至1994年

- ◆ 1992. HK U of Science and Technology joins.
- ◆ 1993. Six more HK university libraries join.
- ◆ 1994. Provides Council of Australian University Librarians (CAUL) with FirstSearch services to all university libraries.

- ◆ 1992年。香港科技大学加入
- ◆ 1993年。超过六所香港的大学图书馆加入
- ◆ 1994年。提供信息第一站（原名第一检索）服务给澳大利亚大学图书馆长理事会(CAUL),及至所有大学图书馆

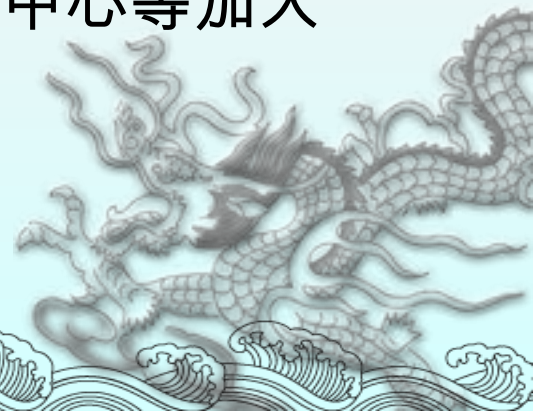




# 1995-96

1995年 - 1996年

- **1995.** Chinese University of Hong Kong contracts for recon work.
  - Waseda U uploads post 1995 holdings.
  - **1996-99.** China Europe International Business School, Shanghai Library, Tsinghua, National Library of China, and Johns Hopkins U Nanjing Center join.
- ◆ **1995年。** 与香港中文大学签订和解工作的合约
  - ◆ 早稻田大学上传1995年后的藏书
  - ◆ **1969年至1999年** 中欧国际工商学院, 上海图书馆, 清华大学图书馆, 中国国家图书馆, 和约翰霍普金斯大学中美文化研究中心等加入



# 1997-1999

1997年 – 1999年

- **1999.** Korea Education and Research Information Service (KERIS) signs for online cataloging, interlibrary loan, and OCLC FirstSearch services.
- Taiwan Consortium on Core Electronic Resources libraries provide FirstSearch to its libraries.
- Agreement signed with China Academic Library and Information System to provide access to OCLC FirstSearch Service.
- **1999年。** 韩国教育和研究信息服务 (KERIS) 签下在线编目, 馆际互借和OCLC信息第一站 (第一检索) 服务
- 台湾核心电子资源联盟提供信息第一站服务给成员图书馆
- 与中国高校图书馆与情报系统签订协议, 提供存取OCLC信息第一站服务



# 2000-2002

## 2000年 - 2002年

- **2000.** Singapore Integrated Library Automation Services loads national catalog, uses Connexion, FirstSearch and WorldCat Collection Analysis Service.
  - **2001.** Nanjing U of Aeronautics joins.
  - **2002.** OCLC provides Japan's National Institute of Informatics (NII) with interlibrary loan services.
  - Malaysia's Sarawak State Library joins.
  - Taiwan eBook Network (TEBNET) purchases NetLibrary e-books .
  - OCLC sells NetLibrary ebooks to 70 Korean universities.
- ◆ 2000年。新加坡联合图书自动化服务加载国家目录,运用联机合作编目,信息第一站和馆藏分析服务 ( WorldCat Collection Analysis Service )
  - ◆ 2001年。南京航空航天大学也参加
  - ◆ 2002年。OCLC 为日本国家信息学院(NII)提供馆际互借服务
  - ◆ 马来西亚的Sarawak State Library 参加
  - ◆ 台湾电子图书网络(TEBNET) 采购 NetLibrary的电子图书
  - ◆ OCLC出售NetLibrary 电子图书给 70所韩国大学

# 2003-2004

## 2003年 - 2004年

- **2003.** Malaysia's Kolej Universiti Sains Dan Teknologi joins.
  - Thai University eBook Net buys NetLibrary ebooks.
  - **2004.** University Network of Thailand buys NetLibrary ebooks.
  - China Library Consortium buys NetLibrary ebooks.
- ◆ **2003年。** 马来西亚的Kolej Universiti Sains Dan Teknologi 加入
  - ◆ Thai University eBook Net 购买NetLibrary 电子图书
  - ◆ **2004年.** University Network of Thailand购买NetLibrary电子图书
  - ◆ 中国图书馆联盟购买NetLibrary电子图书

# 2005-2006

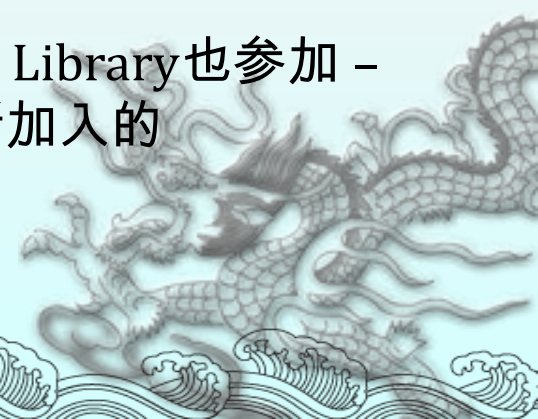
2005年 - 2006年

- ◆ **2005.** Provides Japan's NII with access to the WorldCat database.
  - ◆ Contracts with Hong Kong's JULAC for its Hong Kong Chinese Authority Name (HKCAN) file.
  - ◆ Hong Kong and Taiwan libraries collaboratively purchase 42,085 NetLibrary e-books.
  - ◆ **2006.** 214 Taiwan join together to form a Governing Member Consortium.
- ◆ **2005年。** 提供给日本的NII存取WorldCat 数据库
  - ◆ 与香港的联校图书馆馆长咨询委员会 (JULAC) 签订香港中文名称规范(HKCAN) 文档
  - ◆ 香港和台湾 图书馆合作采购42,085NetLibrary 电子图书
  - ◆ **2006年。** 214所台湾图书馆联合组成OCLC管理性会员联盟

# 2007-2009

## 2007年 - 2009年

- **2007.** National Library of Australia loads its national union catalog. New records to be loaded.
  - OCLC Beijing Representative Office established.
  - National Library of New Zealand loads its union catalog. New records to be loaded.
  - **2008.** Through corporate acquisition establishes offices in Melbourne and Perth.
  - National Library of China agrees to load new and old records.
  - Thammasat U Library joins – 1<sup>st</sup> in Thailand
- ◆ **2007年。** 澳大利亚国家图书馆上传国家联合目录，并上传新记录
  - ◆ OCLC北京代表处成立
  - ◆ 新西兰国家图书馆上传国家联合目录，并上传新记录
  - ◆ **2008年。** 通过收购，在墨尔本和珀斯成立办事处
  - ◆ 中国国家图书馆同意上传新和旧的纪录
  - ◆ Thammasat U Library也参加 – 是泰国第一所加入的



# But what about the future?

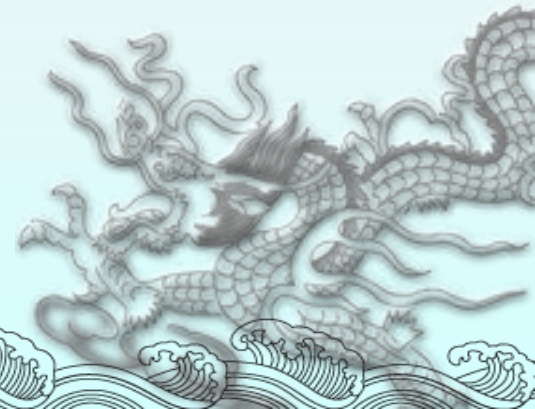
## 但未來又如何

- OCLC's goals are to further (increase) access to the world's information and reduce the rate of rise of library costs
  - Do we in Asia Pacific want to increase our access to the world's information? Yes!
  - Do we in Asia Pacific want to reduce the rate of the rise of library costs? Yes!
- ◆ OCLC的目标是进一步 (增加)存取世界上的信息和降低图书馆成本的上升速度
  - ◆ 我们在亚洲太平洋地区是否希望能获取世界上的信息? 是的!
  - ◆ 我们在亚洲太平洋地区是否希望能减低图书馆成本的上升速度? 是的!

# How could we cooperatively increase our access to information?

## 我们如何能合作地增加存取我们的信息

1. Buy cooperatively so that the per unit of information is reduced -- allowing us to buy more with the same dollars.
  - ◆ 联盟购买以减低单位信息的成本—用相同的钱来购买更多信息
  - ◆ 共享一些非商业性的信息
  - ◆ 在符合版权法的条件下, 共享已出版的信息
2. Share non commercial information with each other.
3. Within the bounds of copyright, share published information with each other

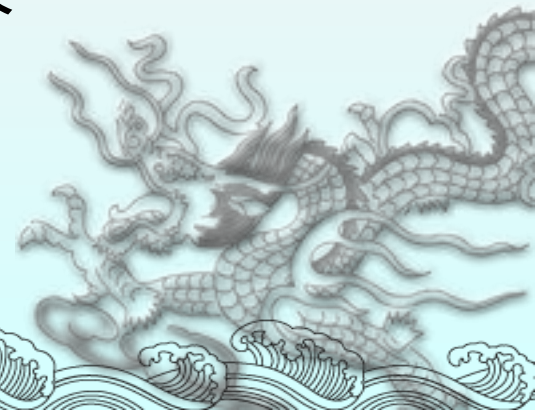




# How could we cooperatively reduce the rate in the rise of library costs?

## 我们如何能合作降低图书馆成本的增加速度

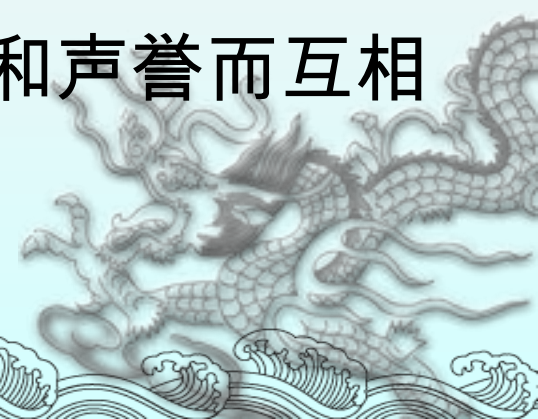
1. Form a buying club of such size that we can buy more and pay less.
  - ◆ 成立联盟,其规模能够少付出、多买入
2. Reduce local negotiating costs by working collaboratively.
  - ◆ 通过合作来降低本地的协商成本
3. Make publishers and vendors compete with each other to get our contracts.
  - ◆ 使出版商和供货商在互相竞争,以便我们达成协议



# Will this be easy? No!

## 这是否容易? 不容易!

- Our budgets are not the same.
  - Different countries face different legal restrictions on how they can do business.
  - We don't all want the same subject matter.
  - We don't all want material in the same languages – we don't speak the same languages.
  - We compete with each other for money and reputation.
- ◆ 我們的经费标准不一
  - ◆ 不同国家在经营业务上有不同的法律限定
  - ◆ 我们不希望有相同的主题
  - ◆ 我们不希望所有需要的资料是同一种语言—而我们并非说相同的语言
  - ◆ 我们为金钱和声誉而互相竞争



# But how can we succeed?

## 但是我们如何能继续?

- Focus on common needs.
  - Be willing to talk.
  - Recognize that united we will win, divided we will send all our money to the same set of publishers and we will never have as much information as libraries in NA and western Europe.
  - OCLC Asia Pacific brings us all together, but what we accomplish will depend upon what we demand to be done.
- ◆ 集中在共同的需要上
  - ◆ 愿意地讲出来
  - ◆ 明白团结我们才会得胜,分化我们只会把所有的金钱送给同一系列的出版商,我们将永不能像北美和西欧的图书馆般拥有如此多的信息
  - ◆ OCLC亚洲太平洋地区把我们联合在一起,但我们的成就将有赖我们要求完成什么

# Why is Asia Pacific important to OCLC? 为什么亚洲太平洋区对OCLC 这么重要?

1. We represent thousands of libraries without OCLC goods and services.
  - ◆ 我们代表数千所没有使用OCLC产品和服务的图书馆
2. OCLC knows it has needed experience and expertise.
  - ◆ OCLC知道它们具有相关经验和技術
3. Asia is a rich storehouse of recorded human experience. OCLC can market this to the rest of the world.
  - ◆ 亚洲是一个具有丰富的纪录人类经验的储存仓库,OCLC能将其推广至全世界其他地方

# Why is Asia Pacific important to OCLC?

## 为什么亚洲太平洋区对OCLC这么重要?

4. Asia Pacific is critical to world prosperity: In fewer than 100 years Asia Pacific has been the locale for three major wars and is where the world's fastest growing economies are located.
  - ◆ 亚洲太平洋地区对世界的繁荣来说非常关键:不到一百年前亚洲太平洋地区曾是三次主要战争的发生地,现今也是世界上经济增长速度最快的地方
5. If OCLC is "The World's Libraries Connected," it can't live without us.
  - ◆ 如果OCLC是“全世界图书馆的联盟”,若没有我们,OCLC便不能存在

AND if we are united, our students/readers win!  
并且如果我们团结起来, 我们的学生便得胜!

