

New AIRS Program: EBSCO Databases & OCLC FirstSearch

A Webside Chat



EBSCO Package of Databases

<http://airs.cvl/sites.org>





NEW EBSCO Package (July 2012-June 2013)

The AIRS Committee has been hard at work negotiating best pricing for a new package, with strong support from the [Colorado State Library](#), [Colorado Library Consortium \(CLC\)](#) and [Amigos Library Services](#).

Here is everything you need to know about the new package, including:

- 1 [Frequently Asked Questions \(FAQs\)](#)
- 2 [Full listing of databases available along with descriptions](#)
- 3 [Pricing Tiers for different types of libraries](#)
- 4 [Full lists of libraries participating in 2011-2012 with their new 2012-2013 price](#)
- 5 [An ONLINE order form, which ALL libraries are required to fill out. If you'd like to see that form BEFORE going to fill it out, we've made this "order form in pictures" advance view available to you.](#)
- 6 [Information about whom to contact with ANY question you might have](#)

First Look: OCLC FirstSearch

1 Please read the [AIRS / OCLC Fact Sheet](#) which highlights key aspects of FirstSearch and the impacts on Colorado libraries if the FirstSearch contract is not renewed.

2 Please read the two OCLC-supplied documents [[Colorado Renewal 2013](#)] and [[Why Does AIRS Subscribe to FS WorldCat](#)]

3 We need libraries to fill out this short [OCLC FirstSearch Interest Form](#). Each library need only submit one form.

Quick Background: A non-renewal of the statewide OCLC FirstSearch contract would not affect subscribers to the OCLC cataloging service, the OCLC ILL subsystem or those that use other discrete OCLC services (e.g. VDXZPortal – the SWIFT ILL system).

But non-renewal of the statewide contract would have several impacts: Please read about those in the [AIRS/OCLC Fact Sheet](#) and then indicate your library's interest or lack of interest for participation in a FirstSearch license.

OCLC has supplied us with two documents to explain its perspective on FirstSearch, WorldCat, WorldCat.org and other details.

Latest News

[Special Website Chat Scheduled](#)
May 16th, 2012 by [Jim Duncan](#)
"Wow!" "Fabulous!" "Great!" "It'll really save me money!" What do these quotes have in common? They're all reactions to the recent EBSCO database package. It has what you asked for: more content, affordable pricing, transparency in communications and equity among libraries of similar types and sizes. But you might still have questions. So join others in [...]

[Under Discussion: OCLC FirstSearch](#)
May 15th, 2012 by [Jim Duncan](#)
The AIRS Committee is considering options when it comes to OCLC FirstSearch. If a contract cannot be established between Colorado and this vendor, there are ripple effects. This is a complex situation. We need for you to become as educated about this as we are. Please read more at [First Look: OCLC FirstSearch](#).

[Libraries spoke. We listened.](#)
May 7th, 2012 by [Jim Duncan](#)
More database content. Affordable pricing. Transparency in communications. Equity among libraries of similarlike types and sizes. It's all there! On behalf of the AIRS Committee and its chair, Linda Sturgeon, we officially announce the all NEW database program.

AIRS Gathered Information



Trials:
Gale, Proquest, Scholastic,
Britannica, EBSCO



Surveys

Focus groups, including web chats

Phone calls, site visits

Database trials with Gale, Proquest, Scholastic, Britannica, EBSCO

Product demos via webinars, with archives available

Repeated solicitations for library feedback

AIRS Negotiated...

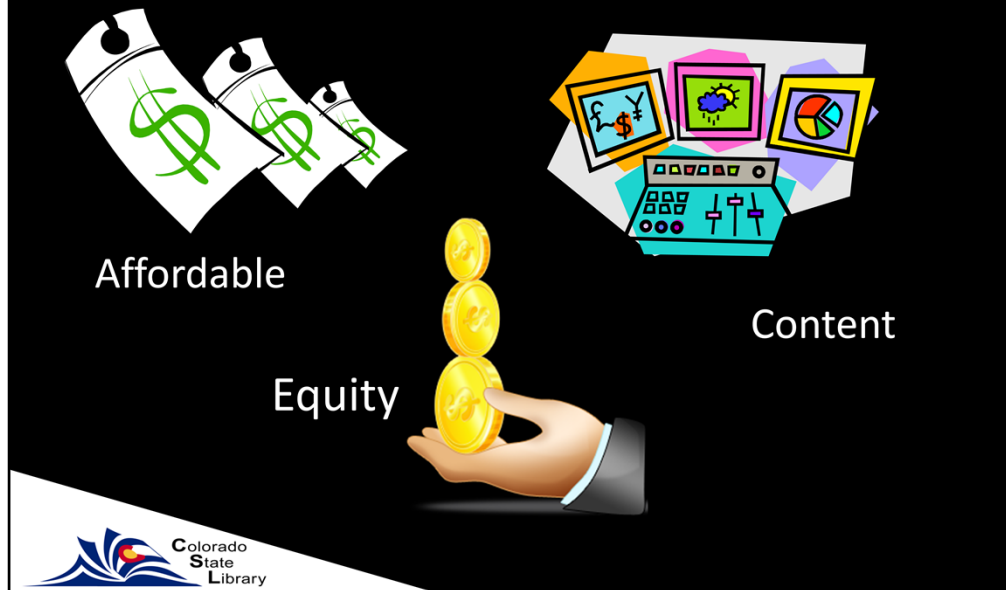


RFPs
Calls
Discuss...discuss...discuss
Negotiate...
models



Distributed Requests for Proposal(s) – RFPs
Made phone calls with vendors
Discussed, asked for revisions
Discussed, asked more questions
Discussed, made counter proposals
Negotiated
Generated financial models, forecasts

Libraries Spoke. We Listened.



- More database content
- Affordable pricing
- Transparency in communications
- Equity among libraries of similar/like types and sizes
- It's all there!

Comparison of Content

CURRENT EBSCO package

Academic Search Premier
Business Source Premier
Encyclopedia of Animals
Funk & Wagnall's Encyclopedia
MAS Ultra
Masterfile Premier
Middle Search Plus
Newspaper Source
Primary Search
Regional Business News
Topic Search
LISTA

NEW EBSCO package

Masterfile Premier
Business Source Premier
Auto Repair Reference Center
Small Engine Repair Reference Center
Consumer Health Complete
Novelist
Legal Information Reference Center
Newspaper Source
Academic Search Premier
Psychology & Behavioral Sciences
MAS Ultra
Middle Search Plus
Primary Search
Topic Search
Points of View Reference Center
Science Reference Center
History Reference Center
Funk & Wagnalls Encyclopedia
GreenFILE
LISTA



Affordable Pricing

EBSCO =



Pricing based on known
demographic
data



EBSCO package includes databases some libraries were licensing individually, direct with the vendor – saving libraries money
Pricing tiers : to reflect public, demographic data

Transparency



Communication



Q&A.
Meetings



Pricing
published



Communication ramped up.


Pricing for known libraries published. Every library, every price, demographic data.

Questions anticipated and answered.


New questions posed. Answered live in meetings with libraries and via email discussions.

New questions posed. Answered publicly online. FAQ continues to grow!


Equity




publicly-available data



Consistency as key



Balance cost across libraries



- Focus on normalized, publicly-available demographic data representing libraries and schools.
- Same data source for same-type libraries. Consistency considered paramount.
- No more subsidy systems (some libraries paying more than others of similar size).
- Equity rebalanced so libraries and schools match up: similar sizes, equal pricing.
- Pricing based on salad bar model. Take all you want, but pay the standard cost.
- Must bring in revenue to match contract costs. Divide by many, or just a few.

Questions / Comments
Re: EBSCO package?



OCLC FirstSearch



Why Use FirstSearch?

Use:

Advanced WorldCat Searching

ILL transactions

Access 257 million items



- FirstSearch – two key uses: advanced searching of WorldCat, ILL transactions
- WorldCat on FirstSearch enables Colorado libraries to access over 257 million items in a comprehensive resource and discovery system for libraries worldwide. Resources include books, theses/dissertations, ebooks, serials, archival materials, media, maps, web resources and many other content types.

How Does Colorado Use this Resource?

Agreement since 1995

Access via **FirstSearch** or **WorldCat.org**



The screenshot displays the FirstSearch interface for Heartland Memorial Library. The search results are for the query 'Pantone HexWrench I.O.'. The results list includes:

- 1. Enhance Your Color I.O. Author: Smith, Cathi. Source: Home, 25, no. 1, February 01, 2003. 70 Libraries Worldwide: 455. COLUMBUS METRO LIBRARY, CENTRAL OHIO LIBRARY. See more details for locating this item.
- 2. Pantone HexWrench I.O. Author: Unknown. Source: Publisher, 13, no. 4, April 01, 1999. 48 Libraries Worldwide: 425. COLUMBUS METRO LIBRARY, CENTRAL OHIO LIBRARY. See more details for locating this item.
- 3. COSTUME - ASCOT: THE GOLDEN HERITAGE - Photo editor Sabino Pantone. Author: Curacao, Cesar. Source: Uomo Vogue, no. 362, (2005), 345 (4 pages). Libraries Worldwide: 32. See more details for locating this item.
- 4. COSTUME - FITON: THE GILDED YOUTH - Photo Editor Sabino Pantone. Author: Curacao, Cesar. Source: Uomo Vogue, no. 362, (2005), 342 (20 pages). Libraries Worldwide: 32. See more details for locating this item.
- 5. COSTUME - BARON ALEXIS DE REDE - Photo Editor Sabino Pantone. Author: Forti, Anna Gloria. Source: Uomo Vogue, no. 362, (2005), 336 (4 pages). Libraries Worldwide: 32.

The Colorado State Library logo is visible in the bottom left corner of the slide.

Since 1995 Colorado has had a FirstSearch Agreement with OCLC to support statewide access to this valuable resource.

The WorldCat database is currently accessible in two different views – via the classic FirstSearch interface or through WorldCat.org, a “free” and open web site.

Six figure amount

State library pay? No grants. Others have smaller populations or more state \$\$

The Challenge

- Bundled subscription with databases
- Separated...
- How to pay?



Previously, FirstSearch paid for by every library participating in AIRS program. A kind of “bundle” subscription to EBSCO databases & FirstSearch – all wrapped together
Libraries spoke: “We only want to pay for what we value.” EBSCO databases and FirstSearch become disentangled...
But how to pay for FirstSearch?

How Many Value FirstSearch?

Combined vs
Separate costs?

Distributed vs
individual cost-
share?



Previously: hundreds of libraries contributed to statewide cost

Now: unknown.

Can a smaller number of libraries valuing FirstSearch afford to shoulder the statewide cost?

Key Ripples if No Contract is Renewed

- **No** Colorado holdings in WorldCat.org
- **No** holdings in subsidiary sites
- **No** WorldCat API
- **Higher** fees
- **Not** on OpenWorldCat



- The holdings of all Colorado libraries **would not display** in the [WorldCat.org](https://www.worldcat.org) web interface
- The holdings of all Colorado libraries **would not appear** in popular apps such as Red Laser, Book Bazaar, Book Crawler, Campus Books, Pic2Shop, iBookShelf and others.
- Colorado libraries **would not be able to use** the WorldCat API which allows local developers and discovery interfaces to interact with OCLC

Libraries that decided to renew on an individual basis (library or library district) would pay a **much higher fee** (retail pricing)

Colorado libraries **would not appear** in the WorldCat Partner program (OpenWorldCat) where over 5,000 partner Websites harvest and display WorldCat data (e.g. Google, Yahoo, Bing, local discovery interfaces)

Core Functions Remain

A non-renewal of the statewide contract would not affect subscribers to the OCLC cataloging service, the OCLC ILL subsystem or those that use other discrete OCLC services (e.g. VDX/ZPortal – the SWIFT ILL system)





Discussion:



How important is it for libraries to have exposure in WorldCat.org?

How important is it for AIRS to establish consortial pricing for **FirstSearch** (or its replacement product/interface)?



Closing Comments/Questions?

Thank you for your time today!

Connect with us at:

<http://airs.cvl/sites.org>





The end...

...or just the beginning?

