



# Purchasing and Licensing E-Resources:

## *A More Robust Role for VALE through Member Engagement*

VALE/ACRL-NJ/NJLA-CUS Users' Conference  
January 4, 2019

# Purchasing & Licensing Committee Core Members

**Judy Cohn**  
*Rutgers Biomedical  
and Health Sciences*

**Ann Hoang**  
*NJIT*

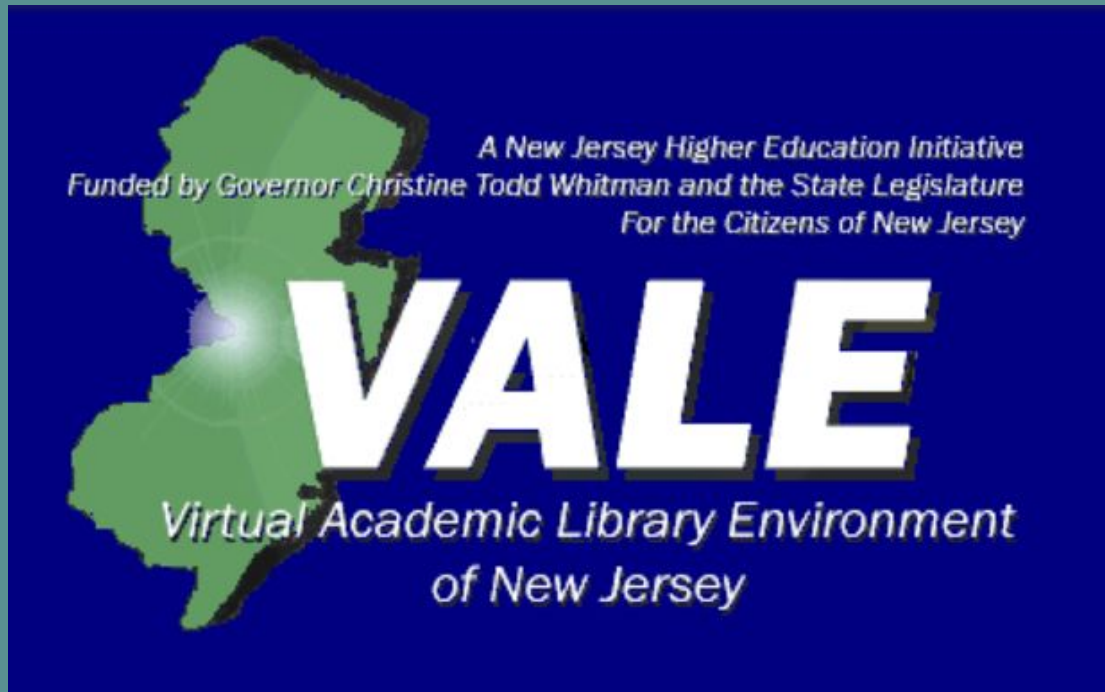
**Melissa Lena**  
*VALE  
Program Manager*

**Richard Kearney**  
*William Paterson University*



# Charge

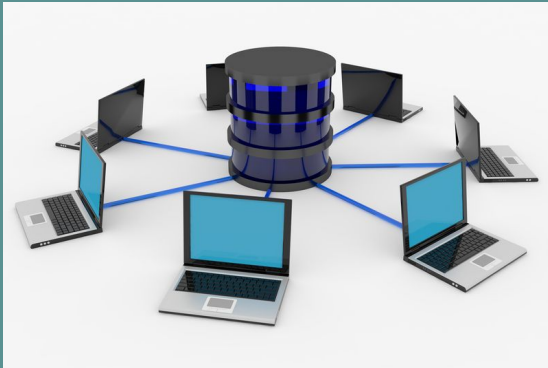
- Oversees and assesses group purchasing activities:
  - Identifies, evaluates and recommends acquiring databases, digital media, and productivity software;
  - Negotiates deals with vendors and reviews licenses.



Founded 1998  
Offered 4 Databases

# 2018 Offers

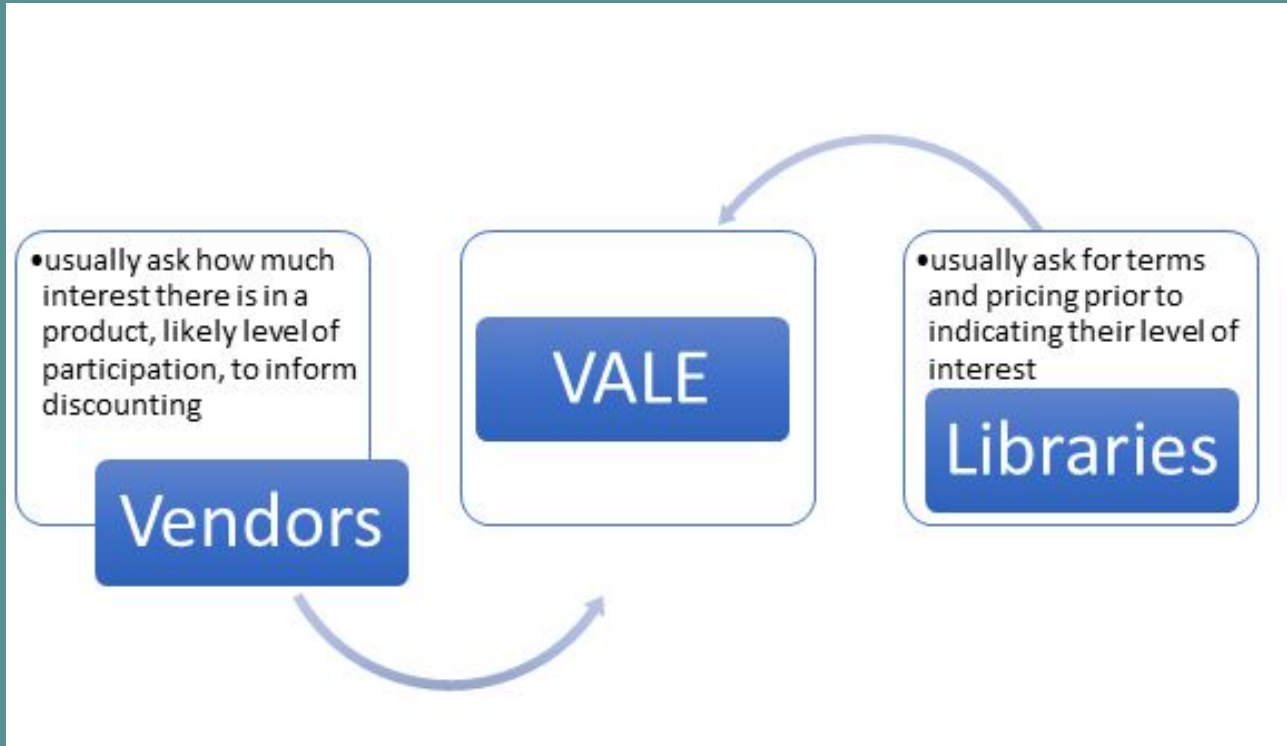
## 73 E-resource Offerings



## 735 Subscriptions

*Computing Machinery (ACM) AltHealth Watch - America: History and Life - Art Abstracts - Art Full Text – Art Retrospective – ATLA Religion - ATLAS Full-Text Plus - Biographies Plus – Biography Reference Bank - Biological Abstracts - Biomedical Reference Collection - Books in Print – Bowker - Business Source Elite - Chronicle of Higher Education - Chronicle of Higher Education - CINAHL - CINAHL – Full Text - CINAHL Complete - CINAHL Plus with Full Text - Communication & Mass Media Complete - Computing Reviews - Association for Computing Machinery (ACM) - CQ Researcher - CQ Weekly Criminal Justice Periodicals Index - CSA Social Sciences Core Package - Encyclopedia of Life Sciences - ERIC - Ethnic NewsWatch - Gender Watch - Global Books in Print - Health and Wellness Resource Center - Historic Documents Series: Online Edition - Historical Abstracts - Historical New York Times - Humanities International Complete - Lexis-Nexis Academic - Literature Online (LION) - Literature Resource Center - Mental Measurements Yearbook - MLA International Bibliography - Nature Journals - Nature Publishing - Nature Weekly - Nature Publishing - Nursing & Allied Health Collection - Opposing Viewpoints - Oxford Art Online - Oxford English Dictionary - Oxford Music Online - Central Dissertations & Theses - Nursing & Allied Health Source - Social Science Journals - PsycArticles - PsycINFO - PsycTESTS - Science Direct -Social Work Abstracts - SocINDEX with Full Text - Statistical Abstracts*

# VALE's "middle" position as consortial agent





# Current Practices

- Mostly renewals
- Sparse communication between VALE and member institutions = lack of input
- Largely driven by interaction with vendors

# Challenges



Stagnant budgets - state spending on public higher education has decreased since the Great Recession.\*

Increasing database subscriptions costs - costs go up about 5% every year, well above the rate of inflation in the general economy.



\* Brown, E. (2016, October 20). These states are spending less on education now than before the Great Recession. *The Washington Post*. Retrieved from <https://www.washingtonpost.com>



# Challenges

- Maintaining collaborative spirit - make database offerings more attractive/competitive



# Opportunities



- *Improving communication* with members to better serve member needs and improve the quality of offers

# Opportunities

## Increase utilization of ConsortiaManager:

- as a contact tool for VALE Program Manager
- as a database of key member institution contacts
- for rapid-response polls and surveys
- for collecting comprehensive usage data

**AGREEMENTS**

ADD AGREEMENT EXPORT AGREEMENTS

Active — 2019, **2018**, 2017, 2016, 2015, 2014, 2013, 2012, 2011, 2010

Agreements in 2018

Current & future agreements

All agreements (74) My agreements (74)

Name	Start date	End date	Value	Status
ABI Inform 2018	09/01/2018 09/01/2018	08/31/2019 08/31/2019	100,557.71 USD	✓ Active
Academic Search Complete 2018	07/01/2018 07/01/2018	06/30/2019 06/30/2019	77,506.00 USD	✓ Active
ACM Digital Library 2018	08/01/2018 08/01/2018	07/31/2019 07/31/2019	72,396.42 USD	✓ Active
ALT-Health Watch 2018	09/01/2018 09/01/2018	08/31/2019 08/31/2019	17,709.00 USD	✓ Active
America History & Life 2018	09/01/2018	08/31/2019	133,619.00	✓

Agreement information

342,203  
Total FTE

Total value (2018)

4,285,028  
Estimate, USD

Statistics — 2018

Agreements by status



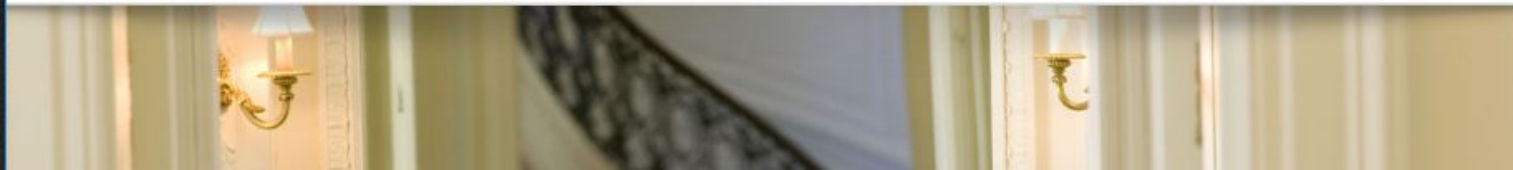
# Opportunities

- OER (Open Educational Resources) - freely accessible, openly licensed text, media, and other digital assets. OER initiative may become a core service of VALE.
- Moving beyond consortial database licensing, VALE may explore possibility of providing academic software-as-service, such as the Springshare set of library applications (chat, scheduling, reserves, analytics, etc).
- Small group of VALE libraries purchase of ExLibris Alma system may be a model for a consortial shared library service platform offering.

# Questions

- Would your library respond to polls and surveys from VALE – despite increased message volume – if this could result in better and more relevant offers?
- What features would you want ConsortiaManager to have?
- What type of communication would you like to see from VALE regarding e-resource products and offers?
- Other questions .....





**Judy Cohn**  
*judith.s.cohn@rutgers.edu*

**Ann Hoang**  
*ahoang@njit.edu*

**Melissa Lena**  
*melissa.lena@njedge.net*

**Richard Kearney**  
*kearneyr@wpunj.edu*