MOBIUS Council Meeting

January 28, 2005
Columbia, Missouri

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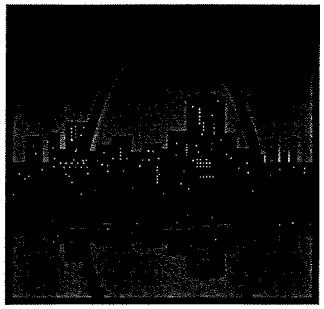
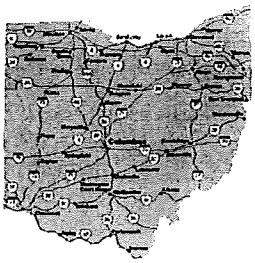
Crossing the Mississippi River....



The Afternoon Speaker's Spot...

OhioLINK's Journey in Cooperative Collection Development

Planning the Trip



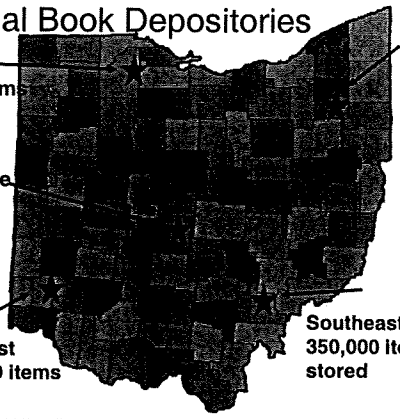
Where is OhioLINK?

Who belongs to OhioLINK?

OhioLINK 85 libraries

- State Library
- Private liberal arts colleges
- Public two-year colleges
- Medical & Law Schools
- Private universities
- Public universities
- Testing Public & School Libraries

Regional Book Depositories



Northwest 650,000 items stored

Northeast 550,000 items stored

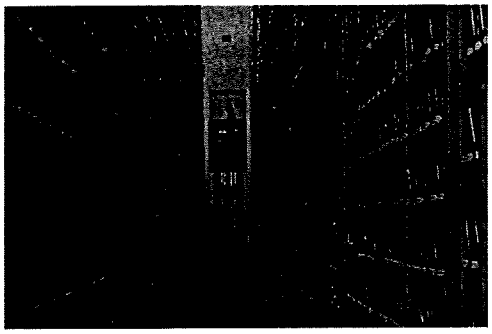
Ohio State 1,100,000 items stored

Southwest 1,000,000 items stored

Southeast 350,000 items stored

Northeastern Ohio Book Depository

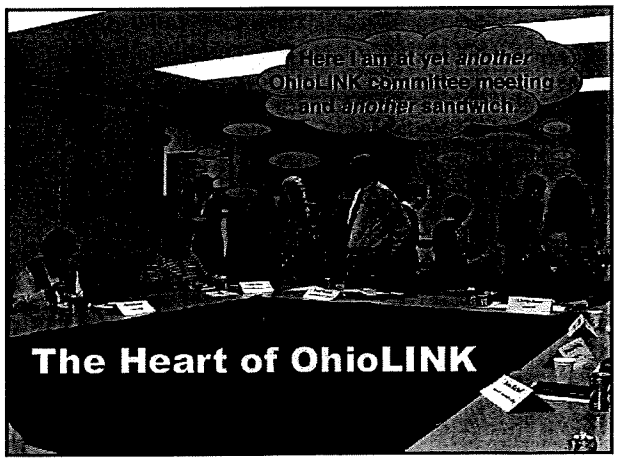
Elevated "Cherry Picker" in Shelving Aisle



What do we share?

- 600,000+ Users (faculty staff, students)
- 40.1 million Shared Catalog Records
- 4,500 Simultaneous Users
- 100 Electronic Research Databases
- 6,000+ Electronic Journals
- Digital Media Center
- E-books
- Electronic Theses & Dissertation Center
- User-Initiated Online Borrowing & Delivery System with 120 Delivery Sites

Who does the work?



We meet often.....

- +5,560 meetings
- +31,100 cups of coffee
- +18,200 muffins
- +20,800 lunches
- 4,000,000 frequent driver miles
- 65,000 hours singing with the radio
- 8,000 lunch upgrades

Let me introduce one of those committees.....

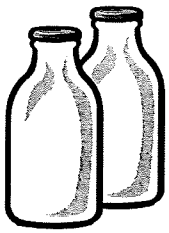
OhioLINK's Collection Building Task Force (CBTF) Charge

- To **reduce** *unnecessary* duplication
- To **increase** local CD activities
- To **expand** the amount spent on cooperative purchases
- To **move** beyond books...
- To **explore** expanding book approval plan to non-English &non-US imprints

What did our OhioLINK collection look like in 1997?

Approval Plans: Duplication & Homogenization

- In 1997 Tom Sanville, Director of OhioLINK found:
  - Number of titles with 5 or more copies was increasing
  - But number of unfilled borrowing requests was growing

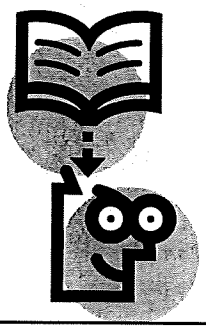


Duplication and Homogenization? Why was this happening?

- It was attributed to our approval plans. We were all buying, or not buying—

the same books!

How Many Copies Do We Really Need?



The Collection Building Task Force Abridged History

- 1997 founded as Approval Plan Task Force
- 1998 wrote statewide RFP
- 1998 contract awarded to YBP, profiling began
- 2002 Lindsey & Howes British books added
- 1998 YBP had 5 customers in Ohio
- 2005 YBP has 80+ customers

Early Myths & Misconceptions

- We had a consortial approval plan "supra profile"
- Participation was mandatory
- There were set copy limits
- There was no local autonomy
- This was going to be a piece of cake!

What barriers did we face?

Folks, It Ain't Easy!

- Cooperation takes work
- New relationships need to be developed
- Not all wanted to switch vendors
- Processes & procedures can become entrenched
- Old habits die hard

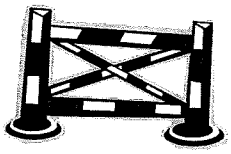
What will be your biggest problem?

Politics

- Cooperative collection management is like a presidential year—full of politics.
- Fear of change
- Loss of autonomy
- Passive resistance, inertia and indifference
- Questioning the quality or reliability of the partners
- In short, people are the biggest barrier.

How did we remove barriers?

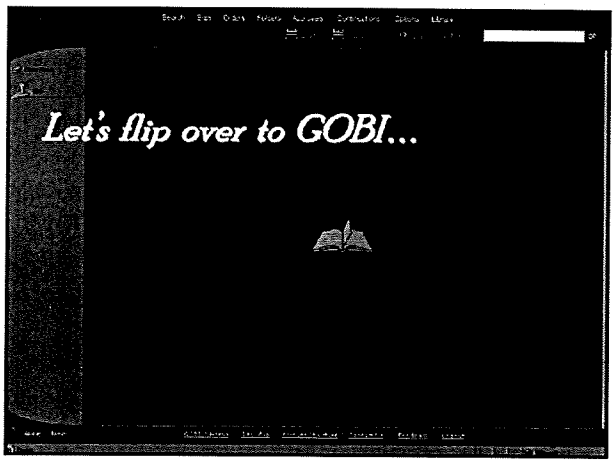
- Kept it voluntary
- Invited folks to participate in the process
- "What it is and what it isn't" document
- Designed training & education plan
- Found librarians "sell" better than vendors
- Promoted our successes no matter how small



What makes it work in Ohio?

- Shared catalog
- Shared GOBI 2
- Subject groups
- Trust & shared vision
- Local decision making
- Long history of cooperation
- Geographic proximity
- Compatible vendor
- Constant training, education & marketing

Vendor tools to help cooperation....

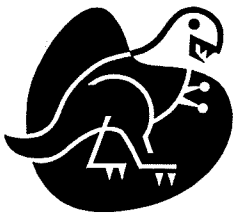


YBP: 3 GOBI Tools We Use

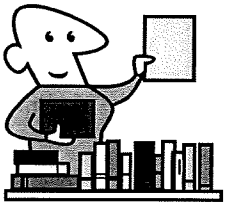
- GobiTween--Expected buying & actual purchases
- "Not Bought" Reports--What we missed
- Peer Reports--How we performed

Not-Bought: Ancient history

- In the beginning.....
  - YBP created list of orders received
  - List run against the shared OHIOLINK catalog
  - Notification slips were printed
  - Paper slips passed around for purchase consideration



How does Not-Bought work now?

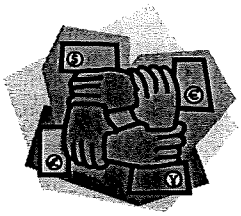


- Select a time frame
- Select a searching method
- Run list on GOBI 2
- Evaluate choices
- Select items to order
- Any number can play

OhioLINK Cooperative Collection Management is more than just reports……

Cooperative projects ….

- Share approval plan profiles
- Share "best practices"
- Coordinate standing orders
- Maintain a CCD website to track projects
- "Last copy" lists



Subject Group Listservs

- Purpose: To facilitate CCD and resource sharing
- 28+ groups & listservs
- Anthropology to Psych
- Make recommendations
- Report activities monthly

What are some examples of cooperative projects?

- Religion, Art, Math, Engineering, Computer Science, Music etc.
- CONSORT—5 college consortium
- RFP for Serials Subscriptions

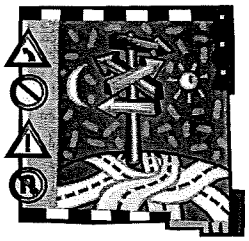
What's the value of working with a primary vendor?

- Develop a relationship to force your agenda
- Bigger stick to get what you want
- Big & small will get favorable discount
- Share ideas, processes & expertise
- Remember there are no economies of scale for the vendor

Mapping out a plan.....

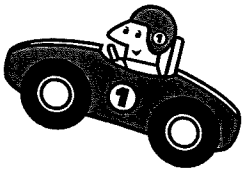
Suggestions for getting started

- Form a diverse Task Force
- Decide what you want
- Write an RFP
- Review bids
- Select vendor based on vision for **your** plan
- Don't base decision only on discount
- Keep the process open
- Communicate constantly
- Jump in & be a risk taker



After you're up and running....

- Don't sweat the details—just move forward
- Concentrate on the big picture
- Be sensitive to the political climate
- Don't expect complete buy in at first
- Provide reassurance along the way
- Keep communicating even if they aren't listening



Taking the show on the road...

- Consortial wide meetings
- Road Shows: "Building Blocks and Tool Chests" & "Best Practices in CCD"
- Summit meeting: director level
- Summit meeting: collection managers "Walking the Walk"
- Vendor driven training sessions

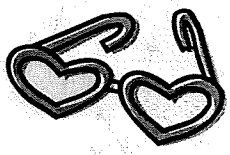
Things we've learned....(the hard way)

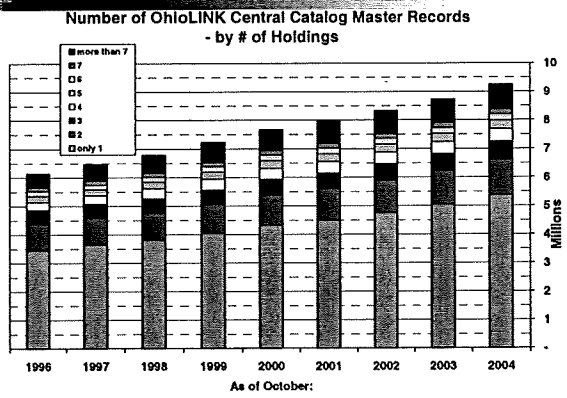
- Encourage non-players to be part of the solution
- Design an ongoing training/education plan
- Remember librarians "sell" better than vendors
- Promote your successes no matter how small

Making Cooperation a Team Sport

- Everyone says it can't be done....
- You are the people who can prove them wrong

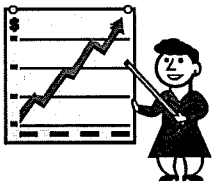
What does our OhioLINK collection look like today?



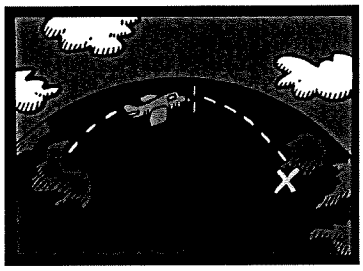


What are we gaining?

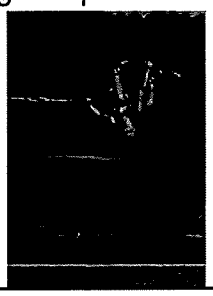
- A more diverse collection
- Ability to influence vendor products
- Multiple cooperative collection building projects
- New operational efficiencies



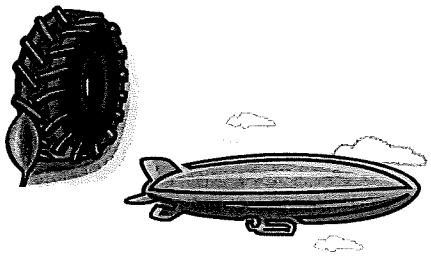
Cooperative Collection Management is still a journey ...not a destination.

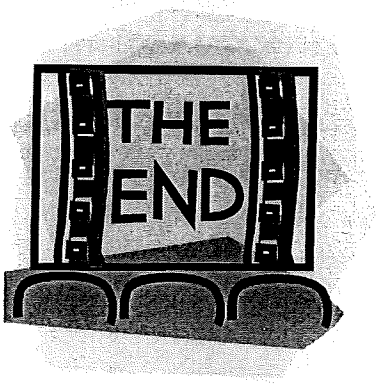


Mobe or Mobius: Wake Board Trick: An invert that also contains at least a 360 degree spin



Souvenir of Akron





http://platinum.ohiolink.edu/cbtf/index.htm

OhioLINK Collection Building
Task Force website

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