Colorado Alliance
Friday, May 6, 2011

Alliance Questions

- ADA Compliance?
  - YES ebrary is ADA Compliant including California 508C Compliance using our “Unity” Java based reader.

Pricing Overview?

FTE Based pricing for subscription products

Discounts available for consortia

Publisher list price for single user perpetual

1.5 times publisher list for multiple user perpetual

Case by case discounts for consortia

Brief history of ebrary PDA

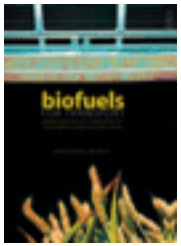
- Pilot PDA: September 2009 to September 2010
- Research: Surveys, focus groups, data analysis
- Production PDA: Launched October 15th
  - Additional content: currently 172,580+ titles
  - New profiling system
  - Greatly improved title 'triggering'
  - Fund management to better control spending

Caveats

- Ensure every title is used
- Archive titles in perpetuity
- Real-Time Profiling and collection management
- Generous Triggers

Myths

1. PDA will lead to ‘acquisition anarchy’
2. PDA will replace selectors
3. PDA is best suited to STEM subjects
4. PDA will change usage patterns
5. PDA will break the budget



Break the budget?

- Full control of spending down to the the subject level with funds

- University of Iowa PDA pilot spending (Oct 09 to Sept 10)
  - Average $ week = **$1,848**
  - Average titles /week = **72**
  - Average cost/book = **$103**

month	weekly avg	no. of books purchased	average cost/book
Oct-09	$3,547.08	137	$103.56
Nov-09	$3,906.56	147	$106.30
Dec-09	$3,015.04	125	$96.48
Jan-10	$810.66	32	$101.33
Feb-10	$1,556.88	35	$177.93
Mar-10	$1,737.49	77	$90.26
Apr-10	$1,400.47	58	$96.58
May-10	$1,034.14	44	$94.01
Jun-10	$987.90	36	$109.77
Jul-10	$967.79	45	$86.03
Aug-10	$1,540.93	58	$106.27
Sep-10	$1,669.83	69	$96.80
Average	$1,847.90	72	$102.78

Data copyright 2010 by Hope Barton, Kit Clatanoff, Karen Fischer, and Michael Wright under the Creative Commons 3.0 License [link]. [Full presentation]

Alliance Questions?

Book Jobbers

- **Baker & Taylor (YBP)**
- **Swetswise**

Alliance Questions?

Percentage of titles available in electronic format?

Inter Library Loan?

Handheld Readers?

Challenges in obtaining rights to content?

Alliance Questions?

MARC Records? OCLC Numbers

Plans to integrate Books into Discovery?

Print, Copy, Paste Limitations?

Programs of interest?

- **STL**
- **Downloads**

Thoughts on the future of eBooks?

Questions?

Neil Sorensen
ebrary sales manager
West