Consortial Networks and Publishers: Partnering in a Sea of Competition

Jeff Downing, formerly Associate Director and Manager, Electronic Information Services, Amigos
Amigos Library Services

- Non-profit, regional library network
- Serving over 750 libraries in the southwestern US
- Provides training, support, consulting, database discount services
- Also represents scholarly content in the US and Canada
  - BioOne
  - Scholars’ Marketplace
BioOne

- Amigos is the North American marketing/sales agent
- Partnership is a good match of missions
  - Provide cost-effective services to libraries and publishers
  - Offer consumers access to quality content
  - Contribute to the advancement of libraries and scholarly publishing
BioOne (cont.)

Provide Cost-Effective Services to Libraries

- Cost-recovery + model
- Works generally well for both libraries and publishers
- Pricing not tied to print
BioOne (cont.)

Offer Consumers Access to Quality Content

• If you’re going to provide content, it might as well be good!

Contribute to the Advancement of Libraries and Scholarly Publishing

• BioOne and Amigos are actively involved in developing sustainable models for publishing scholarly content
BioOne (cont.)

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Scholars’ Marketplace

• Building on the success of BioOne
• Current participants include Project Euclid and GeoScienceWorld
• Long-term goal is to provide an Internet commons or clearinghouse for access to scholarly publishing
How do these efforts help libraries succeed in a competitive landscape?

By:

• giving serious researchers serious content!
• helping promote libraries as reliable gateways to content
• being library budget-friendly (or at least not hostile)
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