

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.)

Contribute to the Advancement of Libraries and Scholarly Publishing

- **BioOne and Amigos are actively involved in developing sustainable models for publishing scholarly content**

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)**

Contact Information

Jeff Downing

Library Relations Manager, Ingenta

214-641-2859

jeff.downing@ingenta.com

www.amigos.org

www.bioone.org

www.scholarsmarketplace.org