



Consortial Networks and Publishers: Partnering in a Sea of Competition

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Leadership

Collaboration

Savings

Member Service



PALINET

Education

Expertise

Technology

PALINET's Consortial Savings

Save time, save money.

Over 85 Business Partners ranging from eJournal, database and eBook publishers and providers to software products, supplies, security systems, and more.

Focus is on Electronic Resources and PALINET has numerous consortial agreements directly with publishers.



Consortial Pricing Models

Many models, many consortia.

- Member Discount
- Ad-hoc Group Discount
- Statewide Discount
- Regional Discount
- National Discount
- Library Type Discount
- Volume Discount



Consortial Deals

Explore mutual benefits.

- Consortia members have information needs.
- Publishers want to provide products that meet those information needs.
- Consortium as matchmaker; establish models specific to the needs from both members and publishers.
- Communicate benefits early and often.



PALINET Example

Provide expertise on consortial needs.

- University Press of Virginia's ROTUNDA
 - Publisher creating pricing models for new set of electronic publications
 - PALINET asked to provide guidance regarding consortial pricing models and ways of working
 - Several meetings to review options; provide feedback.
 - Moving ahead based on these discussions to construct offer for PALINET membership.
 - RESULT: input early on provides more success later



PALINET Example

Adjust to meet publisher needs.

- Journals for Life
 - Several scholarly societies have hired consultant to represent their journals to consortia
 - Aggregate and offer volume discount across societies
 - Consortia need to represent multiple societies/journals
 - Preserve society needs within aggregation model
 - RESULT: Publisher retains individual identity while still reaching consortium members.



PALINET Example

Explore new models together.

- Duke University Press eBooks
 - Solid relationship for eDuke Journal Collection
 - Discuss eBooks models together
 - PALINET involved in current pilot (offered to select consortium members)
 - Acquisition models different; testing new models of purchase and role of consortia deals
 - RESULT: Working together to define best ways of constructing deals and pricing models





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