

PNC/MLA GROUP PURCHASING REPORT 10/1/2008

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In preface, I had hoped to be able to get pricing and new offers from vendors early in the year (by May) so that librarians would have time to lobby for budget increases or look for alternatives before renewals were due. Unfortunately, that has not been the case. Whether it reflects the status of the dollar to the euro, the instability of the US economy or some other force, it has taken longer to get solid pricing this year. Local reps have been apologetic, but I am only now beginning to get actual cost figures, and have had the reps send them directly to the group member libraries to speed the process.

I am also recommending that this position be filled by an active librarian, rather than a retired one. I have found that 20 hours per month to be just enough to answer daily email questions from members, potential new members and vendor reps, but not enough to chase down new products, pricing, or creative licensing alternatives. Since I am not actively purchasing for a particular library, nor financially responsible for the total PNC purchases, I am not in the vendor "loop" for new product demos or pricing. I am not on their "sales territory" maps. They also realize that I will be pushing for discounts, so I am not the first person they want to talk with. It is also difficult, as a retiree, to have a feel for the current value and usage level of any particular product. I had intended to hand off these duties as soon as renewal pricing for this year was completed (which I had hoped would be June). I am recommending to the board that the Group Purchasing Committee be reinstated as well, to have active input from hospital and academic librarians.

Current status of Group Purchase offers:

EBSCO: Discounts based on hospital bed size and academic FTEs have been established for CINAHL, CINAHL with full text, and Nursing Resource Center (NRC). Discussion about pricing for MEDLINE full text has been initiated with Christian Patrick as well. EBSCO is also willing to offer 10% discount on other EBSCO products on an individual library basis to group members, including the Patient Education Reference Center. A series of webinars were held to introduce members to command line searching in EBSCO compared to OVID.

OVID: The LWW Total Access package is only available to the original group purchase members. Prices have increased, we are working on an agreement to limit next years increase to 10%. LWW Archives are available to original group members only. For the current subscription, books have a 3 per title concurrent usage restriction for the group. Purchased books by PNC members offer unlimited usage. LWW Total Access pricing for journals is unlimited concurrent usage. A new, more limited package is being negotiated for other libraries that are not eligible for the original package. This offers access to 45 LWW titles with Medline access. Discounted "a la carte" pricing is

available for individual ejournal and ebook titles for all members. I have also inquired about discount pricing for the two Doody book collections recently offered, but do not yet have pricing. I have confirmed that the original requirement that group members continue to purchase hardcopy LWW titles is no longer in effect.

OVID offers on the table for new members:

LWW Nursing Full Text Plus (45 titles)

Nursing Full Text Plus

Member Price - \$8000

Evidence Based Medicine Reviews

Evidence Based Medicine Reviews

Member Price - \$2000

Medline

Medline

Member Price - \$0

Doody Book Collections – Working on special pricing.

Elsevier: I am still waiting for pricing for MDConsult or NursingConsult.

At this point I am recommending that members who can take advantage of BRS consortium pricing should do so. Since BRS represents more libraries, they were able to negotiate better discounts last year.

ThomsonGale: I have just been contacted by the ThomsonGale rep to discuss possible group discounts for Academic OneFile or other products.