GREAT EXPECTATIONS:
Library Collaboration in Challenging Times
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March 12, 2010

Benefits of Consortia

• Information access and management
• People
• Institutional effectiveness
Benefits: Information Access and Management

- Access to distributed library collections
- Discounted licensing and purchase of commercial e-content
- Extended access to commercial e-content
- Creation of library held e-content
- Collaborative collection access and management

Benefits: People

- Networking and relationship building
- Readiness to cooperate
- Development of expertise
- World view expansion
Benefits: Institutional Effectiveness

- Context for change and program development
- Focus for funding
- Elimination of duplication
- Reduction of operating costs
- Implementation of best practices

Consortia Models

<table>
<thead>
<tr>
<th>Types</th>
<th>Financial</th>
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<tbody>
<tr>
<td>Political division</td>
<td>Centrally funded</td>
</tr>
<tr>
<td>Geographic proximity</td>
<td>Self-funding/fee based</td>
</tr>
<tr>
<td>Library Type</td>
<td>Grant supported</td>
</tr>
<tr>
<td>Program Centered</td>
<td>Hybrid funding</td>
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<tr>
<td>Closed Affiliation</td>
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<tr>
<td>Open Affiliation</td>
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<tr>
<td>Hybrid</td>
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Consortia Realities

- Increasing member needs
- Cloud and Web 2.0 technology
- Multiple consortia memberships
- Changing financial context

SOLINET, PALINET, NELINET
Why Create LYRASIS?
Mission Advancement

- Create capacity to develop new services
- Combine and strengthen expertise
- Offer unique and complementary services
- Combine wealth of individual relationships and partnerships
- Leverage scale and relationships with members
- Increased visibility with vendors, funders, and the library community

Scale and Regional Focus

<table>
<thead>
<tr>
<th>Large Scale</th>
<th>Focused</th>
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a continuum of strategies
Operations Productivity

- Realize benefits of scale: amortization
- Material cost reduction
- Infrastructure consolidation
- Operational assessment and re-engineering
- Policy review and synchronization
- Infrastructure development

Financial Strength and Sustainability

- Control Costs
  - For members
  - For LYRASIS
- Diversify services
- Set Financial Targets
  - Net Income Ratio (income/revenue)
  - Primary Reserve (expendable net assets/total assets)
  - Return on Net Assets (income/net assets)
LYRASIS
STRATEGIES
AND PROGRAMS

Member Programs Refocus

• Expertise & Capacity
  – education
  – consulting
  – hosting

• Effective Library Operations
  – Open source applications
  – Collection development and management
  – Library programs and processes
  – Content creation and management
Questions

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