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Biz of Acq-Candian National Site Licensing Project

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Biz of Acq — Canadian National Site Licensing Project

by Daniel Phelan (Head of Technical Services, Ryerson Polytechnic University Library, 350 Victoria Street, Toronto, ON M5B 2K3) <dphelan@acs.ryerson.ca>

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**Column Editor’s Note:** Cooperation has come to be an indispensable method for acquiring electronic resources. In the U.S., acquisitions librarians routinely purchase access to digital titles by participating in regional consortia. Other countries have successfully created national consortia for negotiating site licenses for electronic products. In this month’s column, Daniel Phelan, Head of Technical Services at Ryerson Polytechnic University Library in Toronto, describes his nation’s promising national consortium endeavor, the Canadian National Site Licensing Project. Daniel’s account explores the organizational and economic dimensions of the project, which may harbor the seeds of a national digital library for Canada. — RR

A site license is a way to gain a bulk discount when purchasing a significantly high number of copies of a given piece of software. For example, buying 100 copies of a particular piece of software may be cheaper if a group directly contacts the company that makes the software and gets a 100-copy license, rather than purchasing 100 copies individually over the counter. Since libraries seldom purchase individual journal titles solely in print format, entering into site licensing agreements with publishers or vendors to gain access to journal collections via electronic means has also become common.

The Canadian National Site Licensing Project (CNSLP) is the first attempt in North America to utilize this strategy to help a nationwide consortium gain access to electronic bibliographic and full-text databases at reduced prices. The goal of the CNSLP is to give Canadian academic library users access to the most current electronic research materials, at the best possible price.

Key institutions involved in CNSLP include the Canadian Association of Research Libraries (CARL), which served as organizational catalyst for the project; the University of Ottawa, which will administer CNSLP; and 64 Canadian academic libraries that make up the consortium’s members. Deb deBruijIn will be the project’s Executive Director.

continued on page 18

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If Rumors Were Horses

Hot off the press! ingenta, the global research gateway, has just announced its merger with CatchWord, the e-journal online hosting and distribution service in a deal valued at $16 million. The merged ingenta will now handle hosting and linking to over 4,500 publications for over 140 publishers. No doubt, we will all benefit from a single source of supply and interface to an extensive interlinked collection of research and reference content. The CatchWord staff will be absorbed into existing ingenta departments and the CatchWord management team are joining the senior management group of ingenta. “Our plan is to integrate the two operations,” stated Simon Inger <sinon.inger@catchword.com>, Managing Director of CatchWord. “In the interim, it is business as usual for our publisher and library customers.” That’s all we have room for (we are in press after all...) so for further information, contact Kristen Chase <kchase@minierco.com>.

Guess what? Sarah Lenzini <slenzini@drugfacts.com> (of Becky fame) is Assistant Editor, Facts & Comparisons. Sarah is now doing SGML coding for the Facts & Comparisons Website, which is pretty cool, isn’t it? Who would have ever guessed? Facts & Comparisons—drugfacts.com—is a wholly owned subsidiary of Kluwer Int’l Health and Science, of which the renowned Herman Pabruwe is CEO. Here’s more contact info: Sarah Lenzini, Assistant Editor, Facts & Comparisons, phone: 314-216-2225; cell: 314-323-5243.

And more about the kids! Ward Shaw’s...
Ms. deBrujin comes to CNSLP from her former position as manager with the British Columbia Electronic Library Network (ELN) in Burnaby, British Columbia, and brings a wealth of expertise in the domain of library information systems. "The CNSLP represents a collaborative effort of the nation's universities that is unprecedented in scope and impact," said Ms. deBrujin. "The opportunities and challenges of this project are great, but I'm confident that the university, library, and research communities involved are more than equal to the task. As Executive Director, I look forward to working with all partners to implement the CNSLP and to achieve the project's transformative goals."

Ms. deBrujin and representatives of the 64 CNSLP member libraries are now conducting negotiations with journal publishers and vendors to obtain pan-Canadian site licenses for electronic versions of scholarly journals, mostly in scientific disciplines. The titles being considered in these negotiations include the following: American Chemical Society Web Editions; APS Journals; Annual Reviews Online; Bioinformat International; Cambridge Journals Online; ESDU (Engineering Sciences Data Unit); Evolutionary Ecology Research; IDEAL (174 full-text Academic Press journals); IEE Online Journals; IEEE/IEE Electronic Library (IEL); IOP Journals; Journal of Biological Chemistry; On-Line JAMA & Archives Journals; Kluwer Online; MathSciNet; Portland Press Online Journals; RSC Electronic Journals; Science Direct (1136 full-text titles); Springer LINK; Synergy (247 full-text journals); Turpion E-Journals; Web of Science Indexing/abstracting; Wiley InterScience (336 full-text journals).

Through CNSLP, Canadian institutions will substantially increase their buying power and ability to negotiate better contractual terms for access to a much larger body of published research. The participating institutions will also improve accessibility through electronic delivery of research material.

This initiative thus creates the possibility of a national digital library service. Price increases from publishers, proliferation of publications, and rapid technological innovation in electronic publishing have provided a powerful impetus to change academic library systems. Information technology use is accelerating the entire research process. Distribution of research results in print format is giving way to quicker dissemination through electronic networks.

Throughout the last year and a half, CNSLP's negotiations with the publishers have continued. Major agreements are expected before the end of 2000. There seems to have been little resistance on the part of vendors to this new, consortial approach to purchasing. However, the massive amount of money needed to secure licenses for 64 universities may be daunting. Negotiators are confident that the advantages of the consortial arrangement will encourage vendors to settle on a reasonable cost that meets the financial abilities of all concerned.

Costs will not be insignificant. The Canada Foundation for Innovation (CFI) has agreed to provide $20 million over three years to fund CNSLP. CFI is a corporation established by the Canadian government to strengthen Canadians' capability for research. Its mandate is to increase the capacity of Canadian universities, colleges, hospitals, and other not-for-profit institutions to carry out important world-class scientific research and technology development. This $20 million grant from CFI's Institutional Innovation Fund will cover about 40% of the cost of the CNSLP, with an additional $30 million coming from regional or provincial partners and CNSLP's 64 participating institutions. There is still need for a greater commitment of funding on the part of universities, as well as the hope that other sources of funding may be found. These sources are imperative if the initiative is to expand to cover resources in the social sciences and humanities.

In recent years, Canadian libraries have entered into site licensing arrangements at the provincial and regional levels. The strategy worldwide, however, is toward national site licensing. Because the Canadian academic market for electronic publications is relatively small, it is crucial to consolidate the negotiating and buying power of academic libraries to reduce costs.

Initiatives of this sort have not been attempted on a countrywide scale in the United States. Regional efforts like Ohiolink could be the basis of larger initiatives in the future. Similar efforts to the CNSLP in Finland, the United Kingdom, and Australia have yielded agreements, such as site licenses for Academic Press, for a whole country. Several Canadian publications (Quill and Quire, No. 1999, Information Highways, Aug.-Sept. 1999) have noted the CNSLP initiative, and Maclean's, Canada's equivalent of Time Magazine, recently published a major article. However, the Canadian media in general has not covered this initiative in depth, and CNSLP is virtually unknown in the United States. CNSLP has established a website to keep members and those interested up to date (http://www.uottawa.ca/library/cnslp).