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Biz of Acq-Candian National Site Licensing Project

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Against the Grain

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Against the Grain

"Linking Publishers, Vendors and Librarians"

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>

Column Editor: **Rob Richards** (Technical Services Librarian, University of Colorado Law Library) <rriichard@stripe.colorado.edu>

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 bib-

liographic 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 deBruijn** will be the project's Executive Director.

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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 fully the two operations," stated **Simon Inger** <simon.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@rainierco.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 Pabbruwe** 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** *continued on page 6*

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Ms. deBruijn 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. deBruijn**. "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. deBruijn 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; Bioline 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 at-

tempted 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.-Sep. 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>).

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Rumors from page 16

Abstracting Services, has announced his retirement from the company. He will remain a member of the **H.W. Wilson Company Board of Directors**. Mr. Lewicky joined **H.W. Wilson** in 1965 as Administrative Assistant for Indexing Services and also served as Director of Personnel Administration from 1967 to 1974. He was elected Vice President in 1974 and joined the company's Board of Directors in 1976. Sounds like a job well done to me! Happy Retirement, Mr. Lewicky! We will miss you!

Speaking of **H.W. Wilson**, had a delightful visit with **Leonard diSanto** <ldisanto@hwwilson.com> and **Nancy Kolady** <lkolady@hwwilson.com> of **H.W. Wilson**. Nancy is especially fond of Spoleto in Charleston and wanted some tips on places to go and stay and eat, etc., in Charleston. You know, I think we should compile a list of favorite places in Charleston by Charleston Conference attendees. How about it?! I'd love to read it! Anyone turned on by the idea?

Oh! Just got word of the release by **Wilson of Biography Reference Bank**. To be published exclusively on **WilsonWeb**, this

biographical database covers over 195,000 figures from antiquity through today. **Biography Reference Bank** combines the in-depth profiles database *Wilson Biographies Plus Illustrated* and the periodicals and book coverage of *Biography Index Plus* (an expansion of *Biography Index*). Profiles from *Wilson Biographies Plus Illustrated* and citations from *Biography Index Plus* link to fulltext articles and abstracts of articles from any of more than 4,000 magazines and journals covered by the range of Wilson periodicals databases. www.hwwilson.com.

Verity, Inc., a leader in software support for Internet portals, will provide the tech infrastructure behind the all-new version of the **WilsonWeb** database services planned for fall 2001.

Freek Langhoff — cute as ever and still with **I.B.D.** — was also at **ALA** in Washington. Supposedly Freek was in the company of **Paul Peranteau** <paul@benjamins.com> (John Benjamins) but I never saw him. However, there's always the **Publisher Profile** in the Dec./Jan *ATG* (p. 80) to fall back on.

Stanton C. Gray has joined **Brodart** as the Automation Division's newest West Coast Sales Associate covering the territory of Wash-

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