

2018

Vendor Library Partnerships

Maggie Farrell

University of Nevada Las Vegas, maggie.farrell@unlv.edu

Barbara Kawecki

Western U.S. GOBI Library Solutions from EBSCO, bkawecki@ebSCO.com

Rick Branham

SirsiDynix, rick.branham@sirsidynix.com

Follow this and additional works at: <https://docs.lib.purdue.edu/atg>



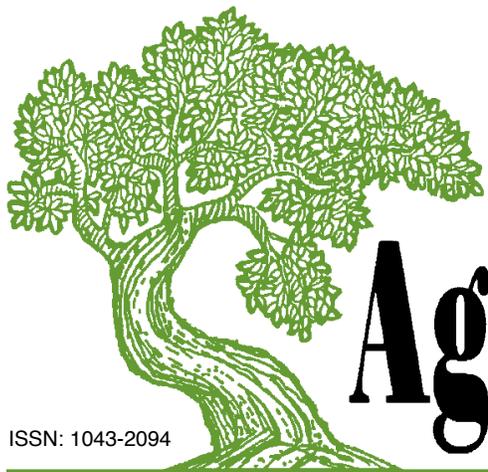
Part of the [Library and Information Science Commons](#)

Recommended Citation

Farrell, Maggie; Kawecki, Barbara; and Branham, Rick (2018) "Vendor Library Partnerships," *Against the Grain*: Vol. 30: Iss. 2, Article 7.

DOI: <https://doi.org/10.7771/2380-176X.8033>

This document has been made available through Purdue e-Pubs, a service of the Purdue University Libraries. Please contact epubs@purdue.edu for additional information.



Against the Grain

"Linking Publishers, Vendors and Librarians"

ISSN: 1043-2094

Vendor Library Partnerships

by **Maggie Farrell** (Dean of Libraries, University of Nevada Las Vegas) <maggie.farrell@unlv.edu>

and **Barbara Kawecki** (Director of Customer Retention, Western U.S. GOBI Library Solutions from EBSCO) <bkawecki@ebSCO.com>

and **Rick Branham** (Vice President Academic Library Initiatives, SirsiDynix) <rick.branham@sirsidynix.com>

We are pleased to present the featured articles on vendor partnerships. This story began many years ago when the three of us, likely over drinks, mulled about the sometimes contentious relationship between vendors and librarians. The relationship can be defined as "frenemies" in which librarians tolerate working with vendors as a necessary evil in order to purchase services and content. We turned that conversation into a panel for a regional conference, then a national conference, and continued to follow the topic through various job and geographical changes becoming true friends in the process. Our goal has been to open the dialogues between vendors and librarians to facilitate a more productive relationship. We want

to provide tools and techniques to improve the relationship recognizing the shared goals, motivational differences, and problem solving methods. Most recently, we have been interested in transforming a vendor-client arrangement to form a more engaged relationship in which the vendor and librarian are acting as partners. Approaching a vendor as a partner, rather than a supplier, may positively influence the librarian perspective in seeking solutions and applications that solve problems. A partnership has the potential to develop new applications, create different processes, strengthen communication, and contribute to librarianship benefitting other libraries. But not all relationships can be partnerships and partnerships can have varying degrees

of depth in which it might be a casual, informal relationship to a deep, connected partnership. There are certain characteristics that are evident when the relationship moves from a purchaser to a partnership. In this issue, we will explore those characteristics as well as provide some ideas on how to form partnerships. Tips and strategies will be presented that will facilitate any relationship between a vendor and librarian. Regardless of the type of relationships one has with a vendor, it is important to remember that ultimately, librarianship is composed of a variety of organizations, individuals, companies, stakeholders, and policy makers who are working to provide access to the world's information in order to create new knowledge. The better we collaboratively work, the closer we are to achieving that vision. 🌱



If Rumors Were Horses



Shown above is my name-sake granddaughter **Katina Walsler**. She's very smart and bilingual. This picture was taken on her fifth birthday!

It has been a challenging spring so far! We had a malware attack on the *Against the Grain* website and I have learned more about this process than I needed to know! Whew! It all seems to be fixed now but please let us know if you encounter problems.

Speaking of which, a wonderful group has been and is working on reconfiguring the *against-the-grain.com* website. **John Lavender** has been doing surveys of our subscribers, **Pat Sabosik** has been drawing flowcharts and making great suggestions, **Matt Branton**, **Tom Gilson** and **Leah Hinds** have been making comments and suggestions. Our webmaster, **Joshua Dickard** has rolled up his sleeves to combat the malware and is now working on the site redo. We hope to roll a "beta" version out soon if the malware stays away! Wasn't print easier? (But not nearly as much fun, I admit.)

I was so sad to miss the **London Book Fair** this year not that I have ever gone there and it's difficult for me to get around these days, BUT I wish I could have been there to see the **awesome, unbelievable, wonderful Sara Miller McCune** receive **The**

continued on page 6

What To Look For In This Issue:

<i>Experimental Imagination</i>	38
<i>Alabama Story, ALA, and Intellectual Freedom: The Hidden Secret</i>	45
<i>#DeleteFacebook [?]</i>	48
<i>Write It Down</i>	50
<i>The Care and Feeding of Local Data in a ILS Migration</i>	53
<i>Surely, You Can't Be Serious: When Library Folk Go Game</i>	58
<i>Interviews</i>	
<i>Gary Marchionini</i>	35
<i>Profiles Encouraged</i>	
<i>People, Library and Company Profiles</i>	74
<i>Plus more</i>	<i>See inside</i>

