Managing suppliers and partners for the academic library


Universities are facing fundamental changes on two fronts: the effects of the electronic revolution and its impact on educational technology and research, and the emphasis on widening participation and collaboration between institutions. This book focuses on two types of relationships now critical to academic libraries: those with commercial suppliers and those with partner institutions.

Suppliers are defined both as publishers and aggregators providing materials, electronic and print, and systems vendors supplying library management systems and virtual learning environments. The authors emphasise the importance of the right specification and ongoing contract management both at the outset and throughout the life of the contract. Other issues covered include the information chain, issues in electronic purchasing such as the pros and cons of the “big deal”, licensing constraints, consortia, pricing models and outsourcing. An important conclusion highlighted by Ball is that user involvement can often be left out once a contract process is underway. Issues of concern to librarians rather than those of users are highlighted. While it is not suggested users should be made to pay, the economic consequences of their demands should be made clear to them.

Why Intranets Fail (and How to Fix Them)


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