SUMMARY

In July 2017 the CMG of VHLC circulated a short survey to health libraries. The purpose was to learn more about health library sector, particularly in relation to resource requirements & budgetary flexibility to acquire or maintain resources. The following points are the key outcomes:

Top 5 points for Health Library Publishers/Vendors

- Offers that are structured for both regional and metropolitan libraries will achieve greatest uptake
- Offers with flexibility for special libraries will be more attractive
- Offers under $5,000 have the greatest likelihood of success. Offers over $5,000 endanger existing subscriptions.
- Offers covering general medicine or particular medical specialties are most likely to be considered
- Consortium packages with minimum licence restrictions are most likely to succeed

Top 5 Points for Health Library Managers

- Consider cancelling underperforming subs to purchase new resources
- Consider subscribing in 18-24 months’ time – to make savings, negotiate a favourable deal, get publisher to create a deal, market to your users
- Only sign a licence when you are happy with the conditions, ie ILL, perpetual access, educational packages, renewal rate, etc.
- You can propose your own mini-consortium, just ask a CMG member for ideas
- Learn more about vendor relationships by talking to CMG or your peer library managers