Publishers, Agents, Users and Libraries: coming of Age in the E-World

8th Annual MidSouth E-Resource Symposium
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Dan Tonkery
EBSCO Information Services
Users have been dealt a Royal Flush

• End users have a smorgasbord of databases, full text, and access to nearly 20,000 e-journals
• Online content continues to grow. Over 50 million articles from top hosting services plus more from Google
• Hosting services offer sophisticated and successful user interfaces. Science Direct, HighWire, MetaPress, Ingenta, Informaword, Nature plus many others
• There is a wealth of discovery and content linking tools supporting desktop delivery systems
• Users have benefited from creative collection building practices where libraries are buying publisher packages and archives
• Users have the best hands in this game and stand to gain even more
The World's Largest Scholarly Content Host

MetaPress provides content management and end-user access websites for e-content from the world's leading publishers.

For Researchers
You can access 30,498 scholarly publications from 180 leading publishers at the MetaPress reader site. And, you can set up your own personalized account, customize your homepage, and receive email alerts when new content is published.

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All Content (4,240,116)
Publications (30,498)
Journals (2,698)
Book Series (964)
Books (26,837)
Reference Works (128)

For Publishers
We serve innovative publishers who want to make their content available online to a wide-ranging audience and who appreciate high-quality client service and competitive pricing options. We're your silent partner, dedicated to supporting and enhancing your brand in the marketplace.

learn more...

For Librarians
MetaPress simplifies access management, linking and usage reporting with powerful yet easy-to-use admin tools. Our support for established and emerging standards, such as MARC, OpenURL and COUNTER, enable seamless integration with existing library systems.

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Welcome to Atypon Systems, Inc.

Since 1996, Atypon Systems, Inc. has provided software, hosting, and systems development to the information industry, allowing publishers to grow their business by providing superior technology and service that supports the electronic exchange of scholarly information. Learn more about our company »

Inquiring about a credit card transaction?

Upcoming Events

SSP Top Management Roundtable
Philadelphia, PA
September 3-5

ALPSP International Conference 2008
Windsor, UK
September 10-12

STM Annual Meeting
Frankfurt, Germany
October 13

Recent News
Walter de Gruyter Launches Integrated Journals, eBooks and Reference Works Platform Built and Hosted by Atypon Systems
Publishers are riding the technology to new heights

• Most publishers are in the content repackaging and delivery business
• Technology and business models are in constant flux
• Content is created and delivered digitally
• Publishing houses are driven by editorial or sales but not technology
• Publishers looking for usage!!!
Take a look at the Publishers Hand

- They have converted almost all their journals over to e-formats
- They are busy converting all their backfiles to digital format so they can resell the same content again
- They are shifting their book programs to e-books
- They have outsourced hosting of their content
- They have automated the manuscript submission, review, and production process
Take a look into the Publishers Crystal Ball

- Publishers actively building social networking communities by discipline
- Look for enriched Web functionality, expanded media features, more Web 2.0 and customizable features
- The print format journal will soon become print on demand in many disciplines
- The online journal will offer more features and different content than its print twin
- The next generation e-journal systems will be built for smart phones and other handheld devices
- Publishers have to survive the open access movement
50,000 of your peers are waiting for your input. Right now.

Discuss on Sermo, the world's largest journal club, enables physicians to share their thoughts on articles, learn from others' experience, and understand the consensus of practicing physicians on NPG-published research.

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Sermo in the news:

- "The Most Exclusive Social Networks"
- "Social Networking Goes Professional"
- "Doctors join peers to comment on stories and initiate discussions."
About Nature Network

What is Nature Network?
Nature Network is the professional networking website for scientists around the world. Think of it as the online meeting place where you and your fellow scientists can gather, share and discuss ideas, and keep in touch. Scientists can also benefit from interactions at the local level. That's why you'll see an increasing number of local city hubs on Nature Network, starting with Boston and London.

To get an overview of Nature Network, watch this short video.

What you can do on Nature Network
Nature Network is completely free. Here's what you can do on it:

- Create your own personal profile page; describe yourself and your research, and list your publications.
- Set up a group for your lab, department, institution or subject of interest.
- Join other groups and have discussions with group members. For example, discuss the latest research and trends, ask questions on experimental procedures, seek careers advice or talk about upcoming or past events.
- Build your own online network of contacts and follow their activity on Nature Network.
Explore & expand your personal scientific network

BiomedExperts - the first literature-based scientific social network - brings the right researchers together and allows them to collaborate online. Collexis provides the BiomedExperts social network free of charge for researchers worldwide in an effort to increase collaborative biomedical research for the common good.

**Connect with global Collaborators**

**Browse over 1.5 million expert profiles**

**Explore scientific expert networks**

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**BME for research institutions**

Pinpoint institutional expertise for big-science and translation-research initiatives

**BME for governmental institutions**

Interlink biomedical experts in your area and unveil their combined regional expertise to the world

**BME for biomed associations**

Connect the association members and stimulate research cooperation

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**News**

**Collexis Unveils Enhanced Services for Premier Online Scientific Social Network Community, BioMedExperts**

Collexis Holdings Inc. announced today website enhancements to BioMedExperts.com, the first online social network of its kind that promotes global collaborative medical research and development.

**Dell and Collexis collaborate to launch BiomedExperts**

Dell and Collexis Holdings, Inc., plan to launch Jan. 11 BioMedExperts â€” an innovative social networking.

**Collexisâ€™ New Online Social Network, BioMedExperts, to Improve Collaboration Among Medical Researchers**

Collexis Holdings, Inc., a leading developer of Web-defining products.
Freedom in print-on-demand starts here.

As a publisher, you’re about to discover the fastest, most economical way to get your books into the hands of an eager buyer. The Lightning Source model is the most comprehensive and highly individualized approach for printing and delivering books in the publishing world today.

International Market Access

To continue our purpose of directing your catalogue and order information into the world’s largest channel of wholesalers, retailers and booksellers, we are moving Lightning Source's UK operations into a new, state-of-the-art print on demand facility this summer... Read more.

Global Distribution Channels

Lightning Source is your on-ramp to the world’s largest distribution channel of wholesalers, retailers and... Read more.

Print More. Save More.

Did you know that we offer automatic print discounts for orders of 50 or more books? ...Read more

Lightning Source News

» Lightning Source recognized with industry award for excellence in book manufacturing
» Ingram establishes a new operating group to drive innovative supply chain solutions for the book trade
It’s here. The new iPhone 3G.
Twice as fast. Half the price.
Libraries are going to have to draw extra cards to win

- There is more content available that most libraries can manage
- The cost of supporting both print and electronic is straining the library budget
- The overall cost of e-content is equal to or greater than print…. Little budget relief!
- Many libraries are trapped with staff and workflow still supporting print
- Managing e-content access requires special skills
The library must improve their hand and take some risks?

• Libraries must find a way to break down the silo's and reorganize to fully support the e-content flooding the library
• Libraries must re-sell the campus administration on the importance of the library as a space — your space is under siege!
• Think out of the box
• Stop doing out of date practices
• Coming of age in the E-World is painful
Agents have drawn the Dead Man’s Hand!!!

- Coming of Age in e-world has been difficult for agents
- The print world that they mastered is eroding away faster than expected
- Publishers have questioned our role in the e-world
- Publishers looking to sell a database of titles and move away from individual title structure
- Consortia negotiating publisher packages often moves subscription business to publishers
Agents have to know when to hold them and when to fold them!

- Publishers in invested in the content preparation and hosting but not in distribution functions.
- Most e-journal activation and registration activities are manual with much of the work shifted back to the libraries.
- The demand for service, support, access and management of e-journals is greater now than ever in the print world.
- We are holding firm and investing in the future.
E-Journal Coming of Age from the Agent Perspective

- The transition from print to electronic has impacted all major agent services including ordering, renewals, publisher order and payment workflow.
- Agents have developed new value added services for e-journal access and management.
- Agents have reengineered their workflow to incorporate new data elements, built new bibliographic systems, and developed access systems to support e-journal access.
- Agents are making the transition from print to electronic and now 78% of EBSCO subscription orders include e-formats.
- The demand on customer service is higher now than ever with print as libraries manage both print and e-journals.
E-Resources Workflow Life Cycle

Acquire

Evaluate & Monitor

Provide Access

Provide Support

Administer
The agent has always been good at these functions.
In the new world

- Influence processes
- Capturing data
- License details
- Access & Registration data
- Order Activation
- Feeding other systems
- Updating ERM systems

Libraries

Publishers
Coming of Age in the E-World

- Users have the best hand in this e-world and have won the largest share of the winnings.
- Publishers are winning many hands and taking advantage of the technology and telecommunications so that their data is available any time, any place and any where.
- Libraries are struggling to play the hand they have been dealt but have a chance to re-engineer.
- Agents have been dealt the dead man’s hand but are playing their cards carefully and creatively and will survive.
Thank you!