

**Can't We Ever Cancel
Anything?**

**Collection Development
and Resource Tradeoffs in
an Electronic Environment**

OhioLINK

PHOTOINK

Can We Ever Cancel

an Electronic Payment

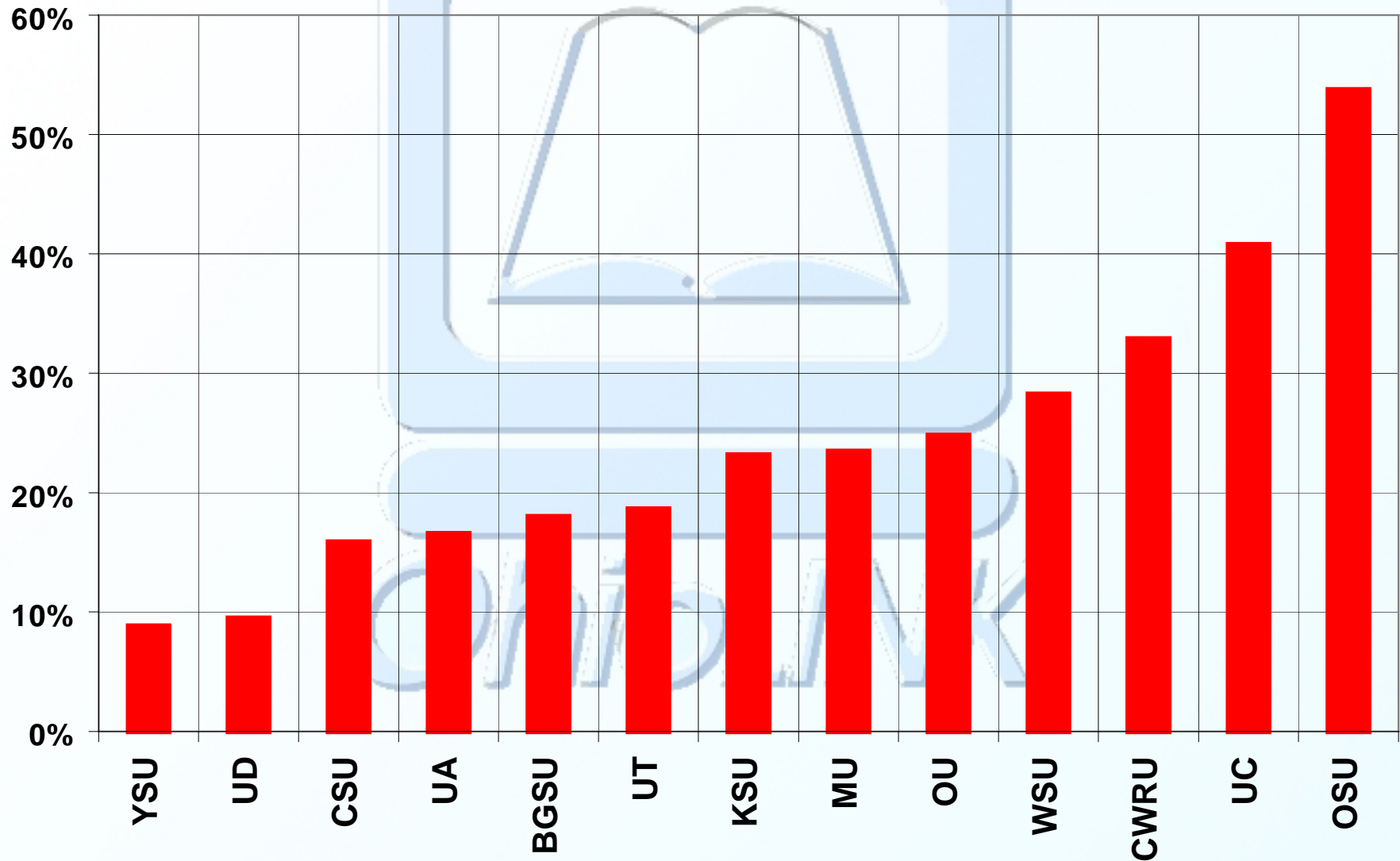
TURNING THE
WHOLE THING
UPSIDE DOWN

The Rules of the Game are Changing

- OLD RULES
- Based on individual library as economic unit of purchase and use
- Based on a mentality of use and need built on the **STATIC** limitations of print
- Based on a mentality of forced physical and economic rationing

The Results in Ohio

Cumulative Percent of Titles Held at Each University
For 14 priority publishers representing over 3100 titles



The Rules of the Game are Changing

- NEW RULES
- Based on the group as economic unit of purchase and use
- Based on a mentality of expanding and **EVOLVING** use via electronic information
- Based on a delivery and economic model that allows for expansion over rationing

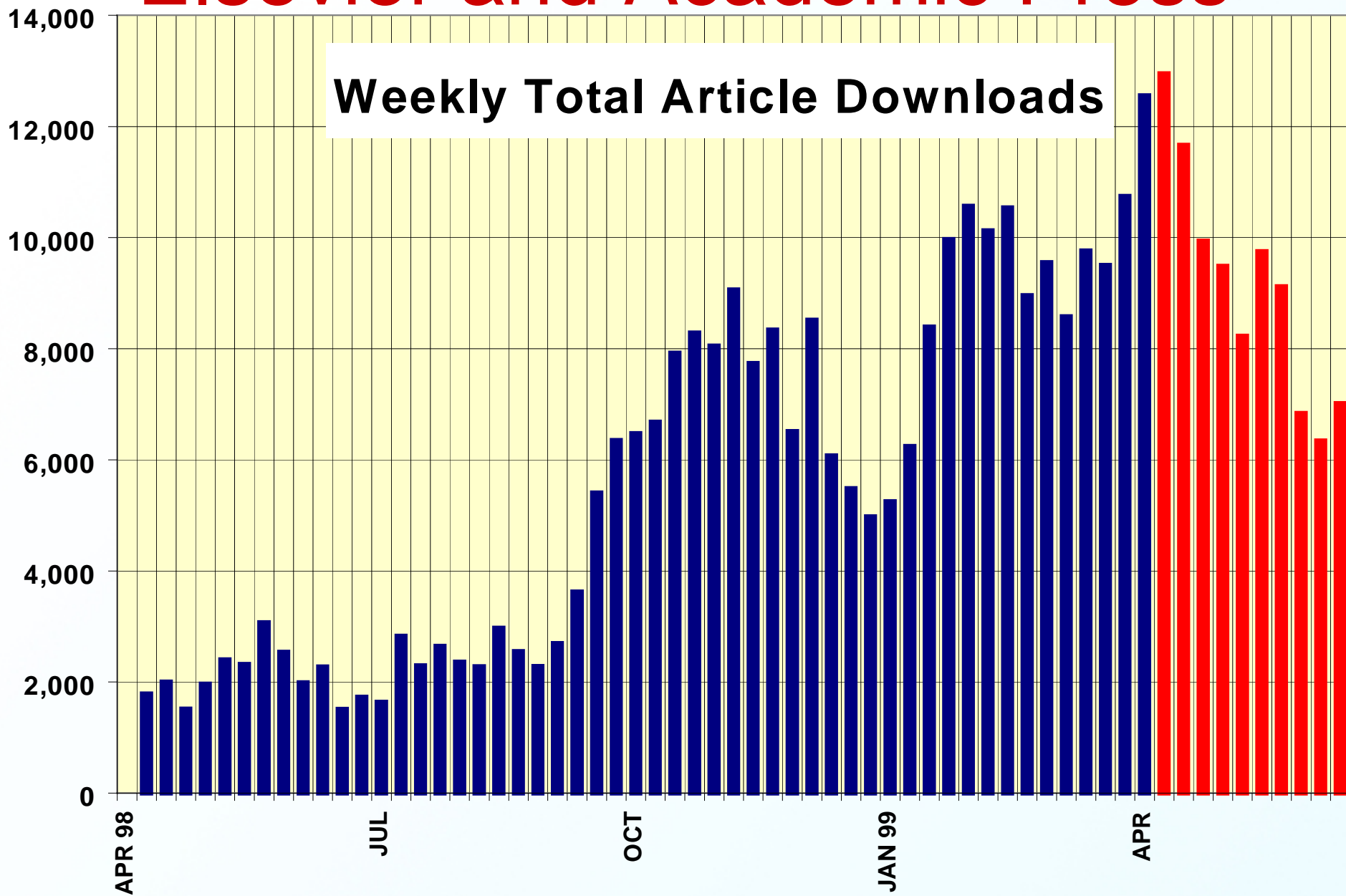
Playing the Game; The OhioLINK EJC licensing mentality

- We're going to spend the \$\$\$ anyway AND continue to lose title access
- Rather than get less for \$\$\$ as individuals, get more by acting collectively
- Give the publisher a "best case scenario"
- Assume easy access = more use: experience to find out how much, so...
- License all publisher's titles

The OhioLINK EJC Experience April 98 - March 99

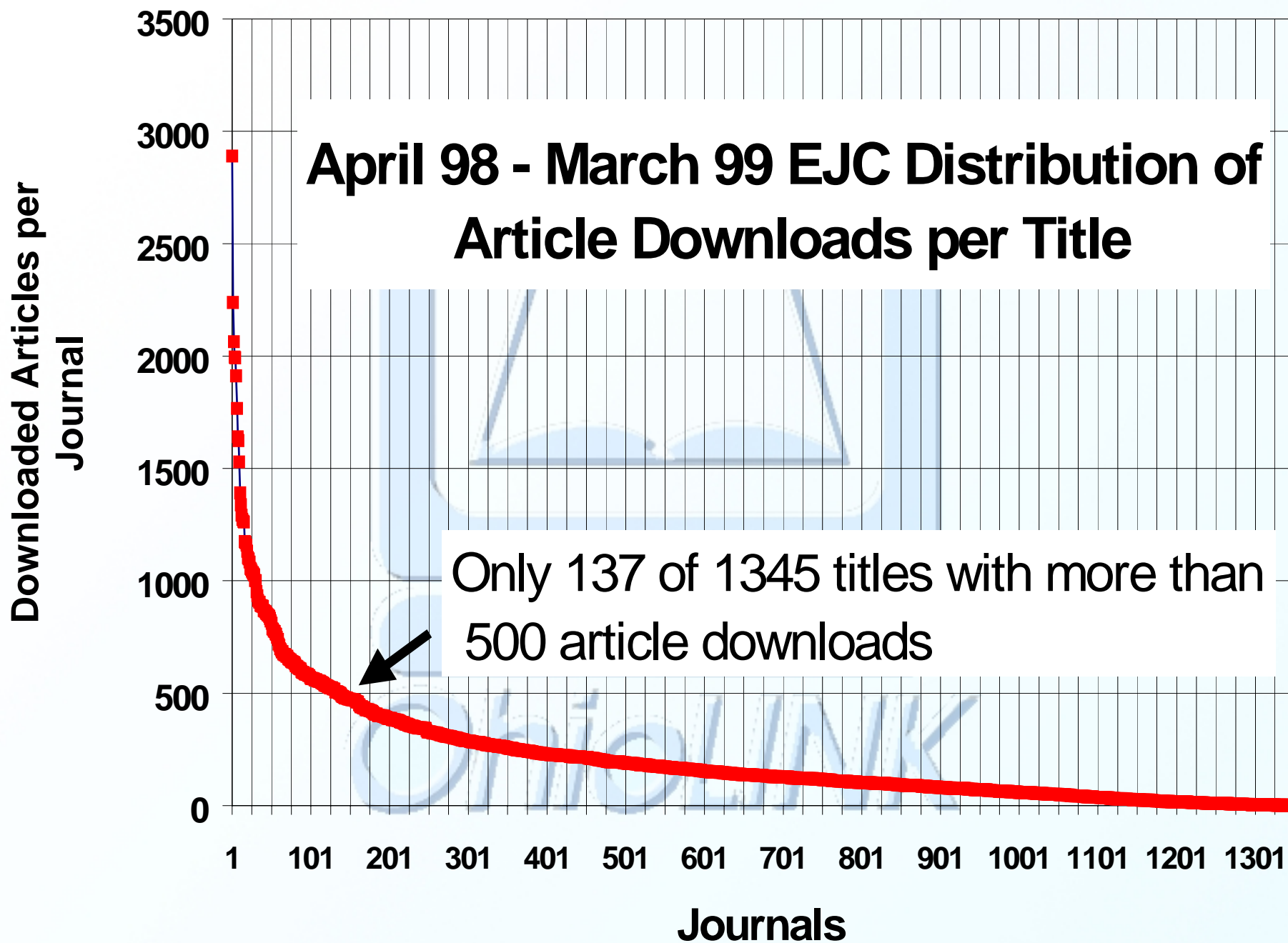
- Elsevier and Academic Press = 1345 titles
- Added MUSE
- Adding Springer-Verlag
Wiley
Kluwer
Am. Physical Society
- Will add more

Elsevier and Academic Press



Elsevier and Academic Press

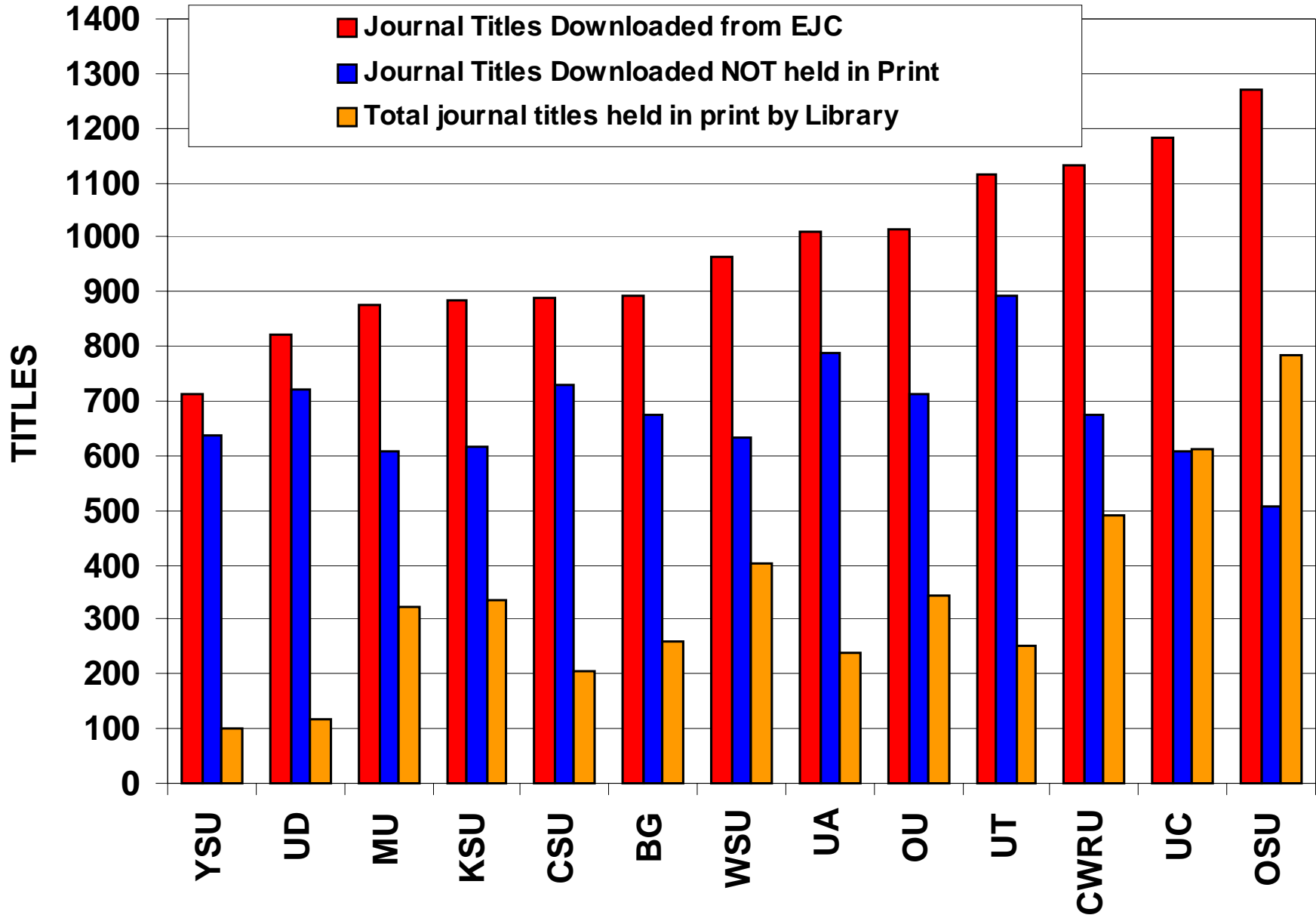
- 63 weeks- 382,000 AD
- Titles used- ALL
- 1.26% of titles deliver 9.95% of AD
- 40% of titles deliver 79% of AD
- 43% of titles deliver 10% of AD
- Only 137 titles with more than 500 AD
- Only 137 with fewer than 16 AD



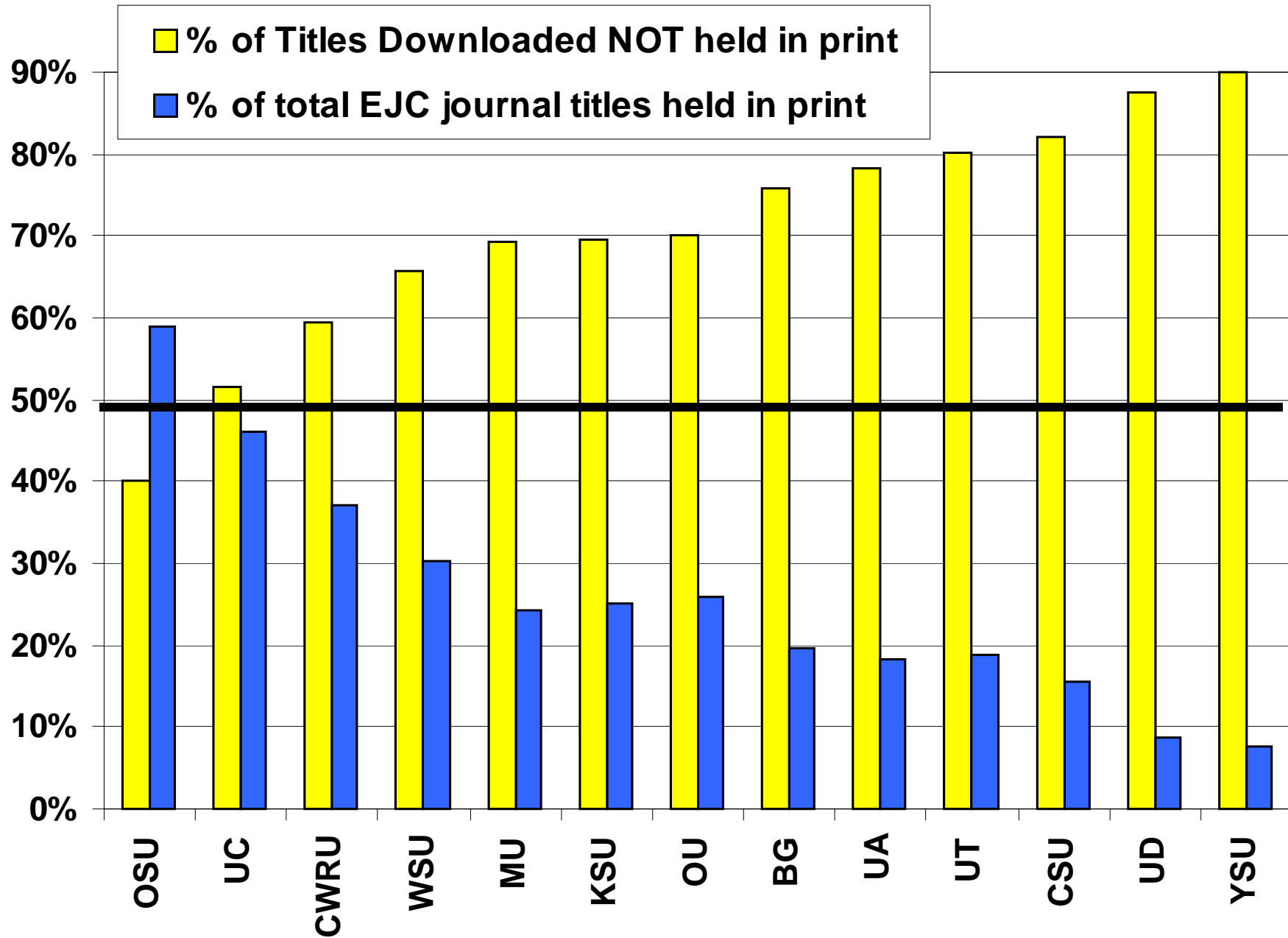
Average Use for 13 Universities

- 362 of 1345 journals owned in print
- 1053 journals downloaded
- 318 downloaded journals held in print
- 735 downloaded journals **NOT held in print**
- 19284 AD
- 10053 AD from journals held in print
- 9231 AD from journals NOT held in print

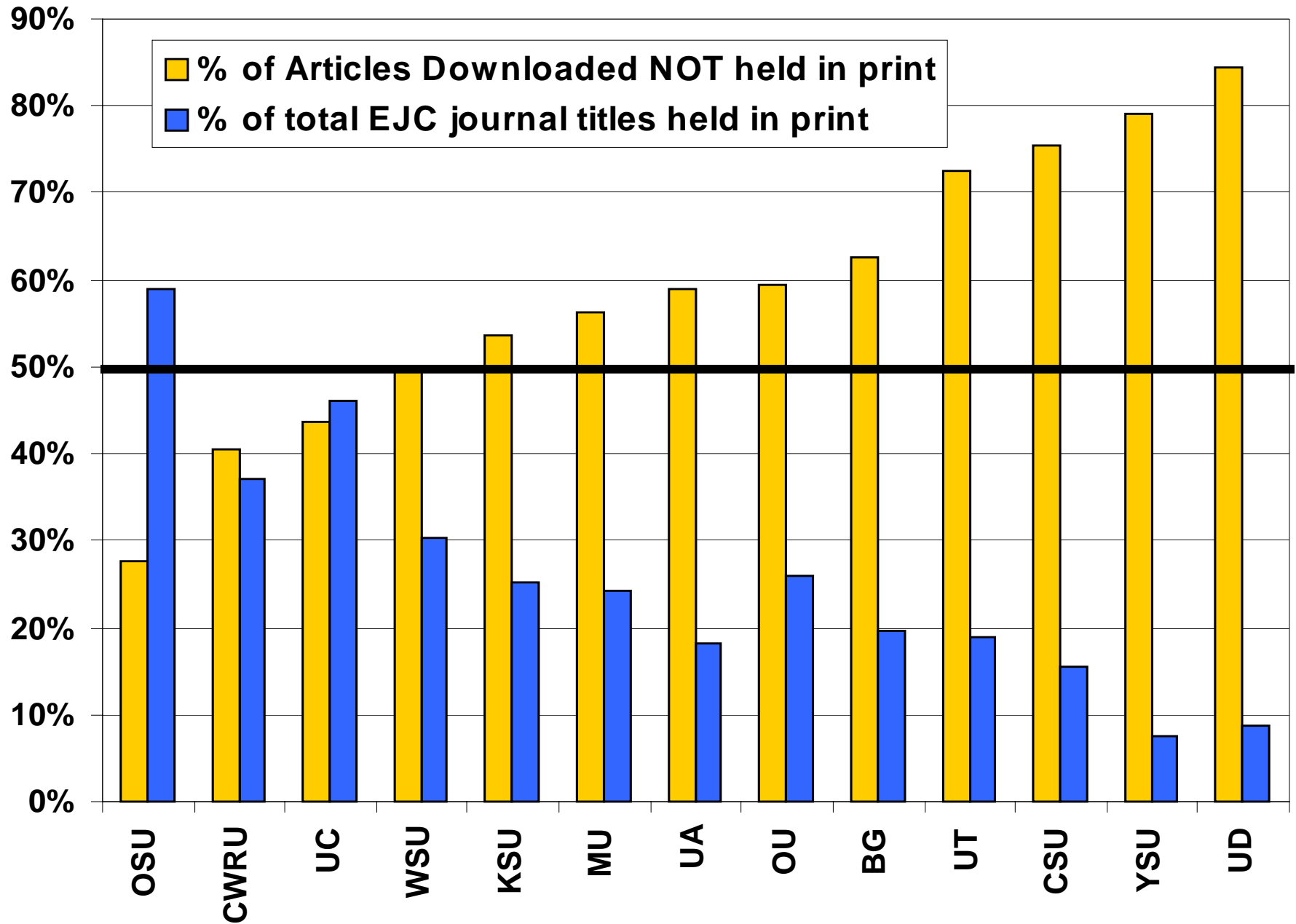
April 98 - March 99 EJC Titles



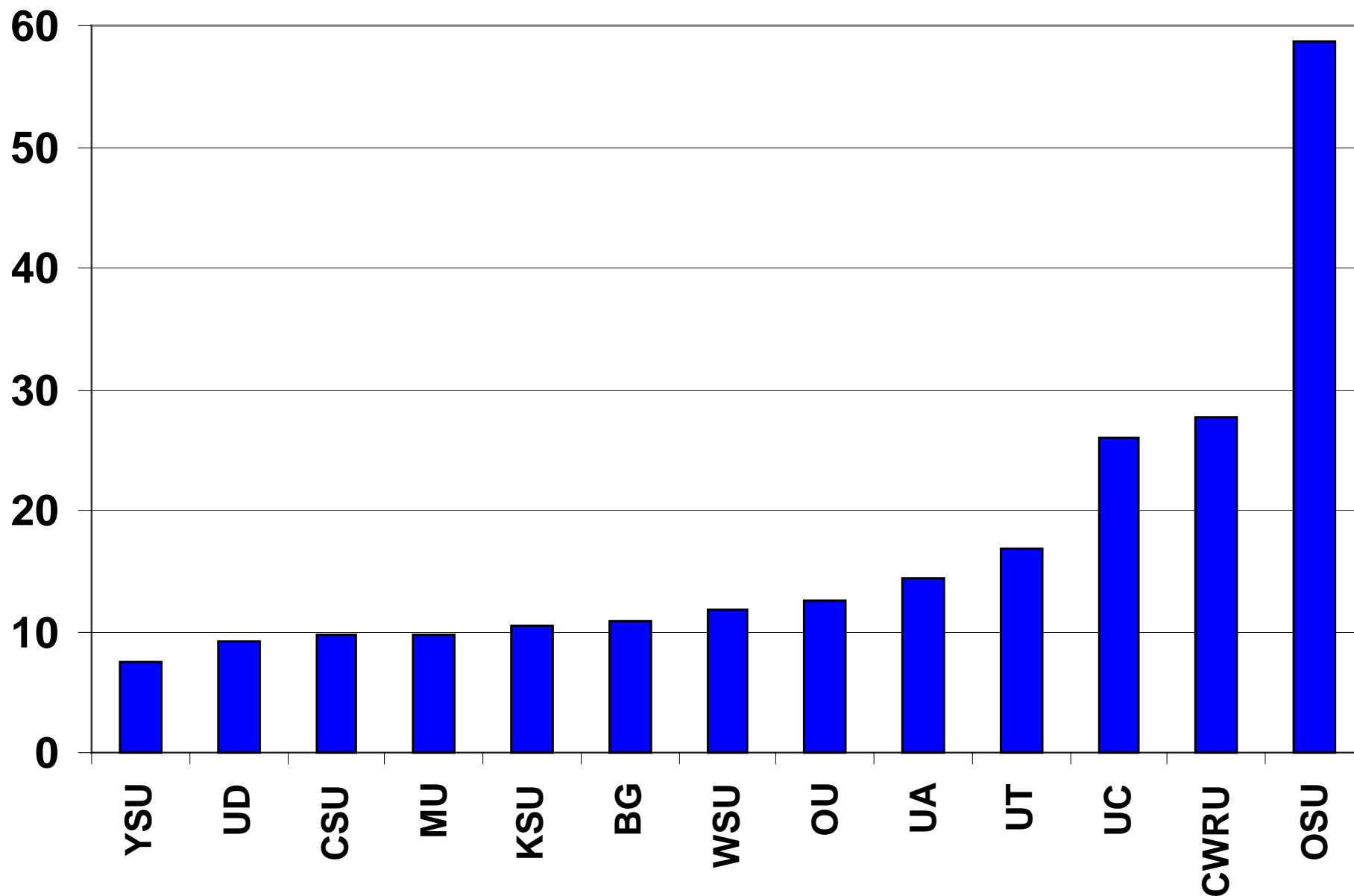
April 98 - March 99 EJC Titles



April 98 - March 99 EJC **Articles**



April 98 - March 99 EJC **Articles/Title Used**



Bonus-Average Use of Small and Two Year Colleges

- SMALL
- 15 journals owned in print L-3 H-54
- 410 journals downloaded L-45 H-1028
- 2057 articles downloaded L-126 H-6284
- TWO YEAR
- Only 5 of 17 with subs L-1 H-4
- 86 journals downloaded L-22 H-197
- 244 articles downloaded L-36 H-713

Conclusions

- What we have in print is not what we need
- The expansion in use can be dramatic
- Expansion/Integration of EJC will breed more use
- We have the means to change the economic dynamic to allow **EVOLVING** expansion over rationing and forced selection
- There is strength in diversity and group action

Issues

- How do we suspend OLD RULE thinking?
- What is the NEW long-term information use equilibrium? How do we get there?
How do we best evolve?
- If group costs continue to exceed budgets/inflation is this any more sustainable?
- Can more use/\$\$\$ spent result in more funding?