

Dear ,

The OhioLINK task force charged with management and review of the Approval plan RFP has concluded its latest review with the completion of three on-site presentations by YBP and two other book vendors. To move to closure we would like to obtain from you clarifying and additional responses to the issues outlined in this letter. To that end a conference call has been scheduled for Friday August 14 at 2 PM EDT. Carol Diedrichs and I will represent OhioLINK libraries on the call. We will provide you with a number to call.

The outcome of the call will result in one of two outcomes. If we are satisfied with the YBP responses we will proceed to prepare our final recommendation in favor of YBP for the Library Advisory Council and Governing Board to act upon at their Respective September meetings. In parallel we will move to create the contract for this award and take initial steps to prepare to begin profiling those libraries who seek to begin using YBP as soon as possible.

If we are not satisfied with the responses we will undertake similar discussions with either or both of the other two vendors. We believe all three vendors are capable of providing the services desired. But, if YBP offers satisfactory replies we feel comfortable in moving ahead with you alone. On the other hand, we also feel comfortable offering the other vendors the opportunity for further discussion if warranted.

Here are the areas we wish you to address during our call.

1. Will YBP will agree to a joint development agenda for enhancing the project and GOBI. As the consortium that originally defined Innovative Interface's Inn-Reach system we are familiar with this role and also confident that for it to be successful requires strong input from those that have the need and vision to see it developed. At this point, III has since gone on to market this product successfully to groups in Oregon, California(2), Colorado, and Missouri.

The following items are clear mandates that must be addressed in the short-term development agenda. Other items will be negotiated as the task force becomes more familiar with the existing system.

- a. add profiling and other collection management information to the GOBI system e.g. "what if " scenarios run by individual collection managers, profiles that can be used online to project forward and backward about receipt of individual titles if particular parameters had been set
- b. enhance paper notification slips to include the number of OhioLINK sites that received the book and the number that were sent a slip. Notification slips

should also include information about the reason a book was not sent

2. We require that a project manager devoted to the OhioLINK Project as well as a clear indication that other YBP staff resources and access will be defined and made available in acceptable ways (e.g., continuing staff assignments to the project, telephone support, regular conference call status sessions with management and technical personnel from YBP, OhioLINK and the Approval Task Force) particularly at the beginning of the project.
3. Inclusion in the GOBI system of orders sent in any format (paper, electronic, Web).
4. We propose to load orders from the past into GOBI to enhance utility of the system as soon as possible. Is YBP receptive to this?
5. Development of a training plan with OhioLINK including individual, central and regional sessions is needed.
6. Some of our sites have found that van service for the uniform delivery of approvals and pick up returns is desirable. We'd like to discuss the options available for this service from YBP.
7. Discount improvement — the current discount is not adequate to satisfy our community as a whole, will not result in a short or relatively complete transition to YBP, nor does it reflect the new strategic relationship that will develop between YBP and OhioLINK. The best parallel example is Innovative Interface. We selected III as our statewide local system vendor in 1990. While an individual library may change local systems periodically a relationship that can affect up to 74 institutions and that results in unique and industry-leading services must last much longer. We expect that YBP will gain a similar advantage as the project develops and expands.

This larger and longer term relationship must be reflected in the array of discount rates offered to us. Our first priority is for improvement in the overall discount accorded to approvals/slips/firm orders. The paper-preferred discount needs to be clarified for us so that we understand its implications. The discount on UK imprints needed to be confirmed at a specific %. The standing order discount is the as good as we received and an improvement over any currently offered to OhioLINK libraries. If this can be improved all the better, but it is a much lower priority than the approval/slip/firm order discount.

We trust you will give these items a good deal of thought. We look forward to our call.