

Finding the right mix: How GOBI helps libraries to balance sustainable models in the digital era

Timothy Tillack – Director of Book Sales, Oceania

Arno Roosink – Director of Sales, Serials & GOBI, Oceania

History of GOBI Library Solutions

1971	YBP Founded (NH)
1974	Approval Plan
1996	Launch GOBI UI
1997	Shelf-ready services
2006	Ebooks
2007	Integrated Approval Plans
2009	Acquires Blackwell's North America
2013	UK distribution Centre



2015 | EBSCO acquires YBP

Our Mission

For nearly 50 years,
our mission has been the same:

Partner with libraries of all sizes
to enable the broadest selection
of scholarly content published
anywhere in the world.

*Number of libraries that
use GOBI:*

2,753 (domestic)

1,556 (international)

*10 of the world's top 12
universities use GOBI
as their primary book
ordering and collection
development tool.*

As a courtesy, EBSCO refrains from listing our specific customers

Academic Ranking of World Universities 2017

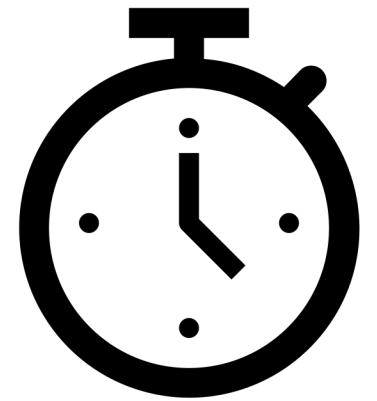
<http://www.shanghairanking.com/Academic-Ranking-of-World-Universities-2017-Press-Release.html>

The GOBI vision

A one-stop-shop for all your collection development needs for books

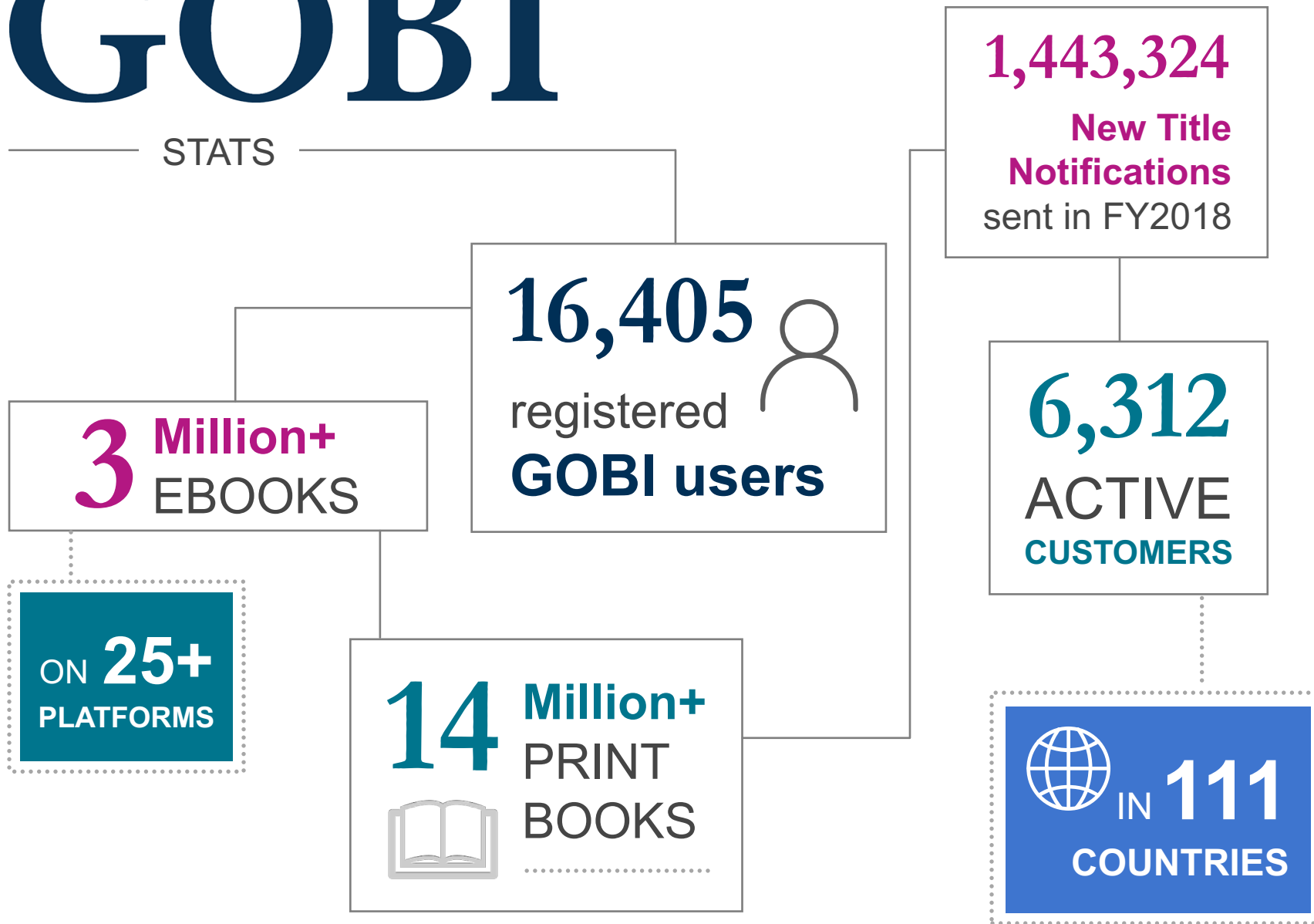
- Strong publisher partnerships
- Most comprehensive choice of models and platforms
- Integrated workflows and efficiencies

GOBI saves the library time!



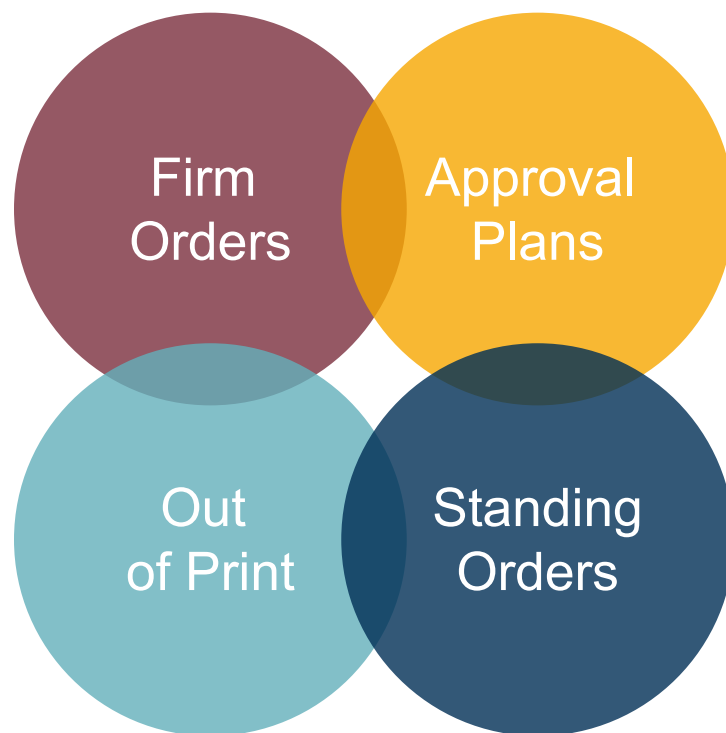
GOBI[®]

STATS



Print Books in GOBI

- More than 14 million print books
- All critical scholarly English language publishers worldwide, across all academic subject areas



Top Academic Publishers and University Presses

- Brill
- Cambridge University Press
- De Gruyter
- Duke University Press
- Harvard University Press
- John Wiley Publishing
- MIT Press
- Oxford University Press
- Princeton University Press
- Springer
- Taylor & Francis
- University of California Press
- University of Chicago Press

eBooks in GOBI

- +3 million eBooks / 25+ eBooks platforms
- +1 million eBooks in minutes
- Choice of sustainable models
- Integrated workflows
- Alternate format search
- 850,000 DRM-free titles

DRM-Free E-Books

GOBI is **the largest source for DRM-free e-book options for libraries.**

What does DRM-Free mean?



Unlimited simultaneous users



No limits on printing, saving, downloading, or copy/paste in a single session



No third-party software or additional log-in (beyond authentication) required for full-book downloads



Downloaded files do not expire

- Bibliographic records for DRM-free e-books note “Unlimited User | DRM-free”
- DRM-free Spotlight Lists

Number of DRM-free e-books in GOBI

EBSCO eBooks: **175k+**

PQ Ebook Central: **170k+**

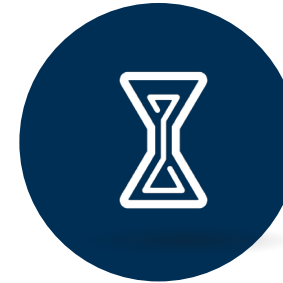
Total DRM-Free e-books in GOBI: **850k+**

eBooks in Minutes

In an effort to deliver content as quickly and efficiently as possible, we have made eBooks ordered through GOBI available within minutes.

Currently available for:

- EBSCO eBooks
- R2 Digital Library
- IGI Global
- Digitalia Hispanica
- Taylor & Francis – coming soon!



1,000,000+

The GOBI engine – the profiling advantage

- It all starts with the data!
- Subject matter experts (profilers)
- Book-in-hand / Book-on-screen
- Enhanced rich metadata
- Support in balancing various models

The GOBI model mix

Title by title selection

- Select from millions of eBooks and print books
- Largest choice of eSuppliers
- Alternate formats linked through ISBN

Bibliographic Record

Table of Contents

Title: ORGANIC NANOREACTORS: FROM MOLECULAR TO SUPRAMOLECULAR ORGANIC COMPOUNDS
Author:
Publish Year: 2016 **ISBN:** 9780128017135 **UK List Price:** 95.00 GBP

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Alternate Editions

Binding	List Price	ISBN	Supplier	Purchase Option	Preview
Paper	95.00 GBP	9780128017135			N/A
Paper	150.00 USD	9780128017135			N/A
eBook	180.00 USD	9780128018101	EBSCOhost	1 User	Preview
eBook	225.00 USD	9780128018101	EBSCOhost	3 User	Preview
eBook	Tiered	9780128018101	EBSCOhost	Unlimited User	Preview
eBook	Tiered	9780128018101	Elsevier ScienceDirect	Multiple User Access	N/A
eBook	180.00 USD	9780128018101	ProQuest Ebook Central	1 User	Preview
eBook	270.00 USD	9780128018101	ProQuest Ebook Central	Unlimited Access	Preview

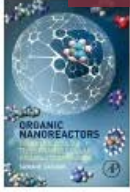
Close [X]

Activity in the last 24-36 months:

books shipped against approval profiles	18
notification slips sent against approval profiles	531
approval books returned by libraries	
orders placed by libraries	23
books shipped on standing orders	

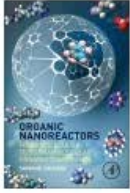
Quantity sold since publication: 37

Alternate Format



Title: ORGANIC NANOREACTORS: FROM MOLECULAR TO SUPRAMOLECULAR ORGANIC COMPOUNDS
Editor: SAMAHE SADJADI
Publisher: ELSEVIER ACADEMIC PRESS
Pub Year: 2016 **ISBN:** [9780128017135](#)
Binding: Paper
Place of Publication: LONDON
Country Of Origin: UK
Pagination: 569 P.
YBP Select: Research-Recommended
Content Level: ADV-AC
Dewey Class: 547.2
Subject Headings: 1. ORGANIC COMPOUNDS--SYNTHESIS. 2. NANO CHEMISTRY.
YBP Interdisciplinary Topics: Nanotechnology; Science
Approval Note: ED: IRAN POLYMER & PETROCHEMICAL INST. NEW COLLECTION.
Format: Collection/New
Language: English
UK List: 95.00 GBP ▼ **UK Status:** Orders accepted
US List: 150.00 USD ▼ **US Status:** In Stock
Handled On Approval YBP-US: 22/06/2016
Last Received YBP-US: 15/08/2016
Library Note: [Add...](#)

[GobiTween \(1 Slip\) ▼](#)
[alternate editions \(1P/1E\) ▼](#)
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Title: ORGANIC NANOREACTORS: FROM MOLECULAR TO SUPRAMOLECULAR ORGANIC COMPOUNDS
Editor: SAMAHE SADJADI
Publisher: ELSEVIER ACADEMIC PRESS
Pub Year: 2016 **ISBN:** [9780128018101](#)
Binding: eBook
Place of Publication: LONDON
Country Of Origin: UK
Pagination: 569 P.
YBP Select: Research-Recommended
Content Level: ADV-AC
Dewey Class: 547.2
Subject Headings: 1. ORGANIC COMPOUNDS--SYNTHESIS. 2. NANO CHEMISTRY.
YBP Interdisciplinary Topics: Nanotechnology; Science
Approval Note: ED: IRAN POLYMER & PETROCHEMICAL INST. NEW COLLECTION.
Format: Collection/New
Language: English

[GobiTween \(1 Slip\) ▼](#)
[alternate editions \(1P/1E\) ▼](#)
[library activity \(37 sold\)](#)

NON-RETURN/NON-CANCEL YBP

Supplier	Purchase Option	List Price	Status	Library Availability	Preview
+ EBSCOhost	1 User	180.00 USD ▼	Available	Contract on file	Preview
+ EBSCOhost	3 User	225.00 USD ▼	Available	Contract on file	Preview
+ EBSCOhost	Unlimited User	270.00 USD ▼	Available	Contract on file	Preview
+ Elsevier ScienceDirect	Multiple User Access	Tiered	Available	Request Contract	
+ ProQuest Ebook Central	1 User	180.00 USD ▼	Available	Request Contract	Preview
+ ProQuest Ebook Central	Unlimited Access	270.00 USD ▼	Available	Request Contract	Preview

Library Note: [Add...](#)

eCollections in GOBI

Solution

- Search, discover and order eCollections via GOBI
- DRM-free content from the top academic publishers

Benefits

- Pricing negotiation
- Deduplication
- Visibility within GOBI
- Customised MARC records
- Streamlined invoicing

eCollections Partners

- **Taylor & Francis**
- **Wiley**
- **Cambridge University Press**
- Duke University Press
- Elgar Online
- IGI Global
- McGraw-Hill
- Oxford University Press
- Project MUSE
- World Scientific

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News

New eCollections and Evidence-Based Acquisitions Collections Available in GOBI

Choose a subject collection for ownership in proven, key collection development areas or leverage an Evidence-Based Acquisitions program to provide patrons broad access to content, align spend with need and gain important usage insights. All with the added benefit of GOBI visibility, deduplication, MARC records, and workflow support.

See the eCollections & EBA tab for more information on new offerings from:

- Cambridge University Press
- Taylor & Francis
- Wiley

[Request more information about eCollections](#)

[Request more information about Evidence-Based Acquisitions](#)

Find More than 850,000 DRM-Free E-Books in GOBI

DRM-free e-books allow for unlimited simultaneous users as well as unlimited printing, saving, downloading and copying/pasting. No third party software or additional login is needed, and there is no access expiration. Bibliographic records for DRM-free e-books will note "Unlimited User | DRM-free" among the business model options.

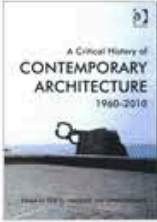
Publisher Promotions

- Get the three-user access model for the same price as the one-user model for all Taylor & Francis and CRC Press EBSCO eBooks ordered in GOBI. Pricing is reflected in GOBI. Upgrades are not eligible for promotional pricing. Promotion ends January 31, 2019. (exp. Jan. 31, 2019)
- Save 33% on World Scientific's Digital Reference Collection for Business and Economics. (exp. Mar. 31, 2019)

*Availability may be restricted in some territories

Click the Publisher Promotions tab to view the details for these offers.

Publisher Corner



1960, following as it did the last CIAM meeting, signalled a turning point for the Modern Movement. From then on, architecture was influenced by seminal texts by Aldo Rossi and Robert Venturi [more...]

Routledge

Taylor & Francis Group

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eCollections & Evidence-Based Acquisitions

GOBI's team of Collection Development Librarians recommend the following platform specific eCollections representing high use subject areas that coincide with the subject expertise of each publisher. Collections vary in size from less than 50 eBooks to more than 2,000 eBooks and many collections are updated throughout the year as new titles are released. Customers automatically get access to any new eBooks added to the collections. For detailed collection information, refer to the eCollection record in GOBI. Pricing for eCollections vary and can be available as a standard price, a tiered price based on institutional size or a negotiated price. GOBI will work with the library and publisher to provide the negotiated price specific to each customer.

Search GOBI's full catalog of eCollections [Here](#).

Cambridge University Press - Cambridge subject collections offer valuable content to support students and researchers, covering topics including Language and Linguistics, History, Engineering and more.
[Request more information about eCollections](#)

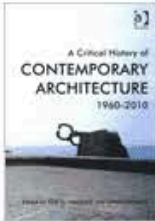
- [Cambridge Humanities](#)
- [Cambridge Law](#)
- [Cambridge Literature](#)
- [Cambridge History](#)
- [View all 2017 Cambridge University Press eCollections](#)
- [View all 2018 Cambridge University Press eCollections](#)

Taylor & Francis - Award-winning science, technology, and medical eBooks from CRC Press allow you to build or select an eBook collection that best fits your patrons' needs and your institution's budget.
[Request more information about eCollections](#)
[Request more information about Evidence-Based Acquisitions](#)


- [ENGnetBASE](#)
- [BIOSCIENCEnetBASE](#)
- [COMPUTERSCIENCEnetBASE](#)
- [SCI-TECHnetBASE](#)
- [View all CRCnetBASE eCollections in GOBI](#)

Routledge Handbooks Online is a cutting-edge overview of classic and current research trends, as well as an authoritative guide to theory and method, the key sub-disciplines, and the primary debates of today.

Publisher Corner



1960, following as it did the last CIAM meeting, signalled a turning point for the Modern Movement. From then on, architecture was influenced by seminal texts by Aldo Rossi and Robert Venturi [more...]



Click to view publisher eCollections

Select eCollections in GOBI

eCollection

eCollection Name: Cambridge All Books 2019

Description: Complete Books Collection 2019, from Cambridge University Press.

Supplier: Cambridge University Press

YBP eCollection ID: 60006332019

Available To Consortia: No

Date Added: 3/1/2019

eCollection Short Name: CAMBRIDGE ALL BOOKS 2019

Current Item Count: 212

Status: Available

Library Availability: Contract on file

NON-RETURN/NON-CANCEL YBP

[library activity](#)

[eCollection items](#)

Purchase Option

List Price

[Unlimited](#)

190983.00 USD ▼

 **Library Note:** [Add...](#)

eCollection

eCollection Name: Cambridge All Humanities 2019

Description: Complete Humanities Collection 2019, from Cambridge University Press.

Supplier: Cambridge University Press

YBP eCollection ID: 60006342019

Available To Consortia: No

Date Added: 3/1/2019

eCollection Short Name: CAMBRIDGE ALL HUMANITIES 2019

Current Item Count: 108

Status: Available

Library Availability: Contract on file

NON-RETURN/NON-CANCEL YBP

[library activity](#)

[eCollection items](#)

Purchase Option

List Price

[Unlimited](#)

90862.00 USD ▼

 **Library Note:** [Add...](#)

eCollection

eCollection Name: Cambridge All Social Science 2019

Description: Complete Social Science Collection 2019, from Cambridge University Press.

Supplier: Cambridge University Press

YBP eCollection ID: 60006352019

Available To Consortia: Yes

Date Added: 3/1/2019

eCollection Short Name: CAMBRIDGE ALL SOC SCI 2019

Current Item Count: 122

Status: Available

Library Availability: Contract on file

NON-RETURN/NON-CANCEL YBP

[library activity](#)

[eCollection items](#)

Purchase Option

List Price

[Unlimited](#)

122027.00 USD ▼

 **Library Note:** [Add...](#)

Expand record to show related eCollections

Title: ALTARS OF REPUBLICAN ROME AND LATIUM.
Publisher: CAMBRIDGE UNIV PRESS

ISBN: 9781108553674

Binding: eBook
Edition: 1
Content Level: ADV-AC
LC Class: BL808.M67 2019
Subject Headings: RITES AND CEREMONIES--ROME.
YBP Interdisciplinary Topics: Religious; Classics
Approval Note: AUTH: UNIVERSITY OF CALIFORNIA, SANTA BARBARA.
Geographic Focus: Western Europe
Language: English

Place of Publication: CAMBRIDGE
Country Of Origin: UK
Pagination: 210 P.
YBP Select: Research-Recommended

GobiTween (2 Books/1 Slip)▼
alternate editions (1P/2E)▼
library activity (47 sold)

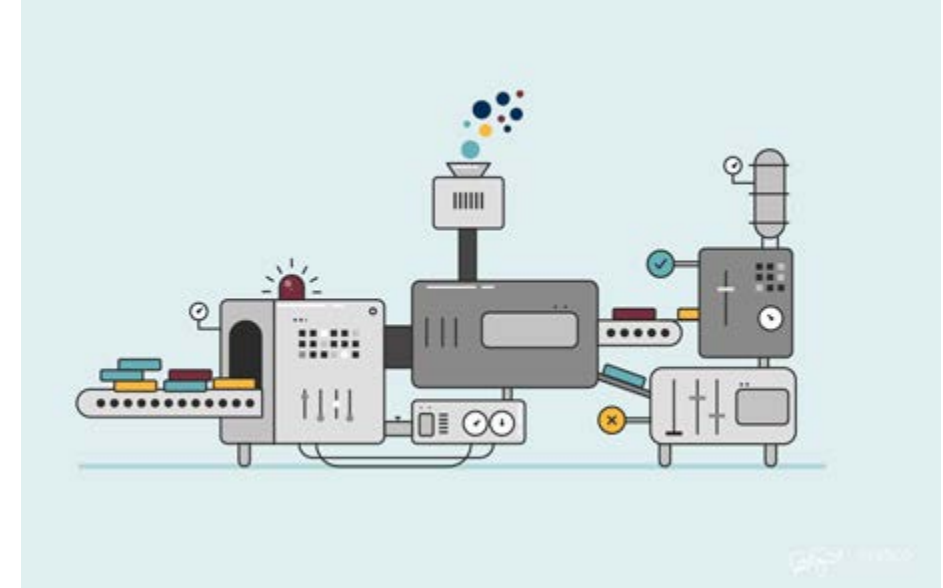
NON-RETURN/NON-CANCEL YBP

Supplier	Purchase Option	Library DDA	List Price	Status	Library Availability
- Cambridge University Press	Unlimited DRM-free		140.00 USD▼	Available	Contract on file
Downloadable: Yes			Available To Consortia: Yes		
Date Added: 4/24/2018			Handled On Approval YBP-US: 3/6/2019		
eCollections: ARCHAEOLOGY 2019 ; CAMBRIDGE ALL BOOKS 2019 ; CAMBRIDGE ALL HUMANITIES 2019 ; CAMBRIDGE ALL SOC SCI 2019 ; CLASSICAL STUDIES 2019					
Library Note: Add...					

Approval plans

“An approval plan is essentially a discovery tool that acts as the primary filter between the vast number of books published each year and the delivery of those books to you, no matter which acquisition model you choose.”

Source: <http://www.noshelfrequired.com/the-approval-plan-a-sorting-hat-that-discovers-the-right-books-for-the-right-libraries/>



Approval plans cont...

Solution

- Acquire books that match the library's profile, goals and collection development needs
- Powered by GOBI profiling and rich enhanced metadata
- Choice of print and digital outputs
 - Auto-shipments of titles
 - Selection via notifications (or slips)
 - Demand-driven acquisition (DDA)

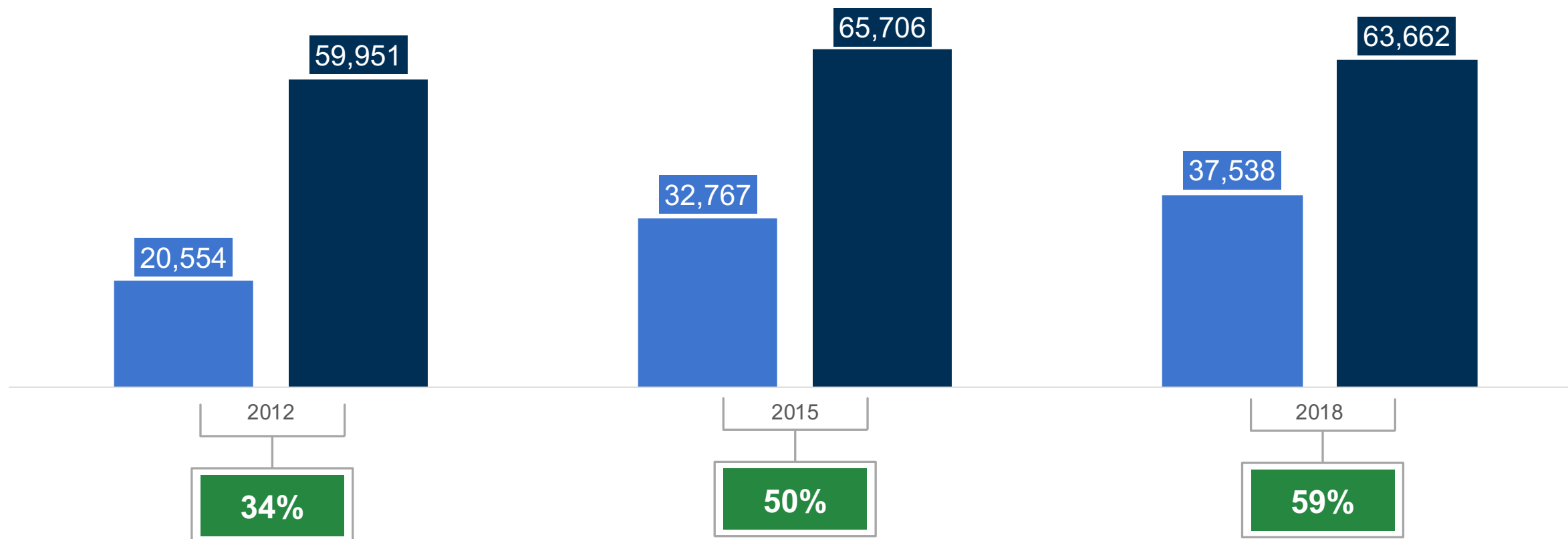
Benefits

- Automated workflows
- Save time from selection
- Fast delivery/access to new titles
- GOBI collection assessment and analytics expertise

Types of approval plans

- **P only** – if a new print book matches the library's profile, GOBI will automatically ship the book to the library. Library can also choose to have books delivered shelf-ready (technical services)
- **E only** – if a new book matches the library's profile, GOBI will automatically add the eBook to the library's holdings and send a notice of access so the library can make the title accessible to users
- **E-preferred** – if an eBook is available within 8 weeks of the print being published, the plan will wait to send the eBook; if the eBook is not available within 8 weeks of the print, the plan will send the print version
- **Slip plan** – if a book (P or E) matches the library profile, but they do not want it auto-shipped, they are sent a slip (notification) to make a purchase decision
- **DDA**– if an eBook matches the library profile, and the title is DDA eligible, a record is sent for the title to be accessible via discovery. Purchase occurs only after the user hits a use threshold.
- **Faculty plan** – if a book matches the library profile and the author is affiliated with the institution then a slip or book is sent
- **Awards plan** – if a book matches the library profile and is on an awards list then a slip or book is sent

E-Book and Print Book Availability



Each year, a higher percentage of e-books are made available along with the print counterpart of the title.

User-driven acquisition

Powerful shift in how libraries acquire digital content

Balancing of just-in-time with just-in-case approaches to collection building

Restricted budgets and less physical space

Solution

- GOBI supports both DDA and EBA
- Integrated with approval plans and other models
- Holistic collection development strategy

Demand-driven acquisition (DDA)

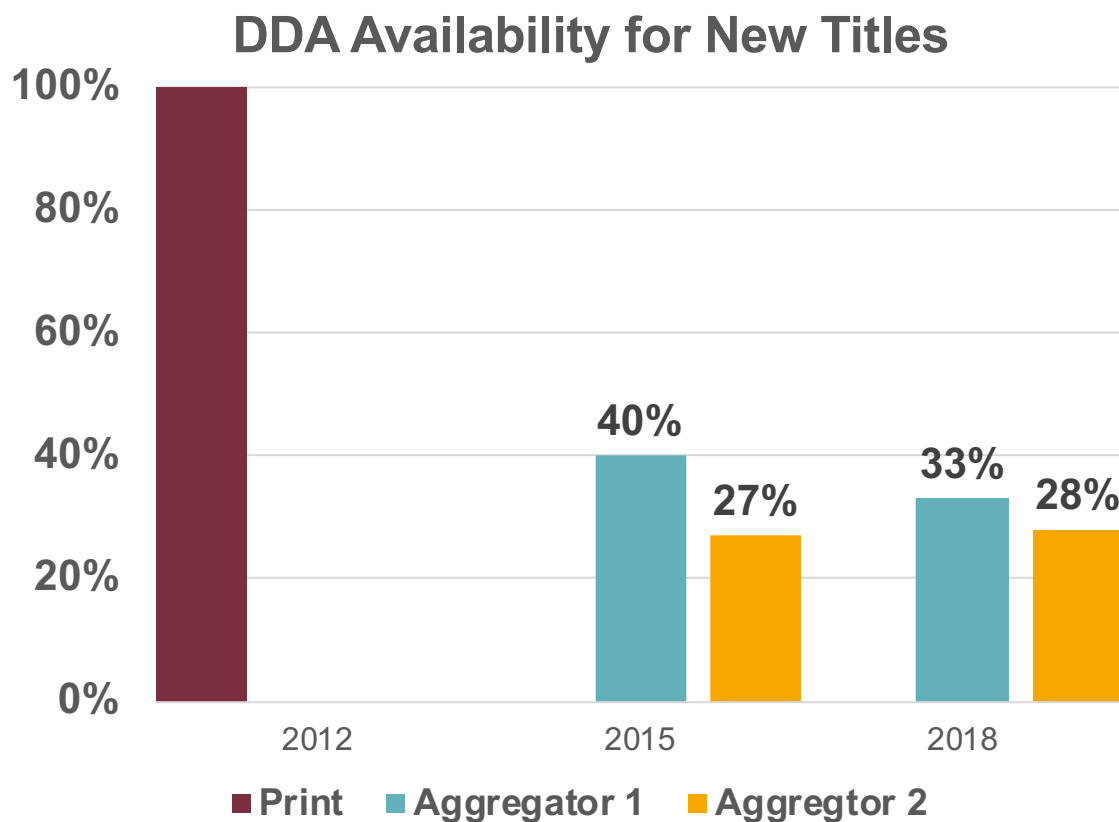
How it works

- An eBook purchasing model where selection is driven by users.
- Similar to the approval plan where a profile is used
- Titles matching the profile are fed into a pool and made available to users via discovery
- Library only pays for content that is used – and can be set to purchase on trigger, or short-term loan (STL)

Benefits

- Choice of multi-vendor (EBSCO and PQ)
- Users gain immediate access to titles they need via discovery
- Library can offer a larger volume of relevant content
- Staff time is reduced as they are not having to select titles for the collection
- GOBI collection assessment and analytics expertise

DDA Challenges



Challenges

- Publishers embargo frontlist content and increase STL prices
- Not everything is available for DDA
- Hosted on aggregator platform so mostly DRM-protected (but now changing with more DRM-free)

Evidence-based acquisition (EBA)

How it works

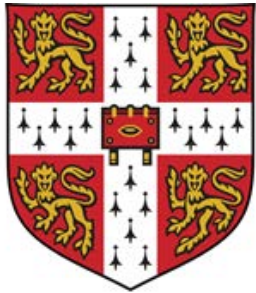
- An eBook purchasing model where selection is driven by users
- Library pays an upfront deposit that is smaller than the full cost of the title pool
- Users have unlimited access to the entire collection for an agreed period of time.
- At the end of this period, the library determines purchases of the titles based on the usage.
- The upfront access fee goes towards the purchase cost

Benefits

- Users gain immediate access to titles they need via discovery
- DRM-free unlimited user titles on publisher platform
- Access to frontlist titles not available in DDA
- Budget certainty

Our EBA partners

GOBI has partnered with the following top academic publishers to expand its service to include EBA to ensure interoperability for its libraries:



CAMBRIDGE
UNIVERSITY PRESS



Taylor & Francis



WILEY

How GOBI supports EBAs

GOBI now offers Evidence-Based Acquisition (EBA) and will provide the following related services in partnership with publishers, for individual institutions and consortia.



Title and Price Negotiation



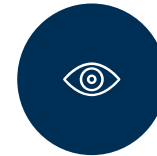
Invoicing



De-duplication



EBA Discovery Records



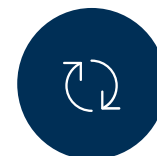
Visibility in GOBI Interface



Selection Support



Cataloging



Renewal

EBA Record in GOBI



Title: ANALYSIS OF FOOD TOXINS AND TOXICANTS

Editor: YIU-CHUNG WONG

Publisher: WILEY-BLACKWELL

Pub Year: 2017

ISBN: 9781118992685

Binding: eBook

Content Level: ADV-AC

LC Class: TX531.A523 2017

Subject Headings: FOOD--SAFETY MEASURES.

Aspects: UK Title Announcement

Format: Collection/New

Faculty Affiliation: U Queensland

Language: English

LCCN: 2017007277

Place of Publication: CHICHESTER

Country Of Origin: UK

Pagination: 816 P.

Volumes: 2

YBP Select: Research-Recommended

[added to library evidence based collection \(7/23/2018\)](#)

[GobiTween \(1 Book/7 Slips/1 Shared Book\) ▼](#)

[alternate editions \(1P/2E\) ▼](#)

[library activity \(4 sold\)](#)

[added to library evidence based collection \(7/23/2018\)](#)

[GobiTween \(1 Book/7 Slips/1 Shared Book\) ▼](#)

Supplier	Purchase Option	
+ Wiley Online Library	Online Book - Multi User	275

GOBI can help you integrate all the models

EBA

EBA

- Provide immediate access to UU DRM-free content including frontlist on publisher platform. No embargoes. DRM-free
- Deduplicate with DDA, Approval Plans, and GOBI holdings

DDA

DDA

- Provide broad subject area coverage via aggregator platform using GOBI profiling services. DRM-protected.
- Users gain immediate access to titles they need.

APPROVAL PLANS

APPROVAL PLANS

- Automate the acquisition of monographs and receive newly published content faster.
- Save the time of selectors.

COLLECTIONS

COLLECTIONS

- Provide coverage of content in key areas of collection development for the library

TITLE BY TITLE

TITLE BY TITLE

- Select from millions of print or eBooks



Collection development tools

GOBI Collection Development Resources

Curated Selection Lists

Save time with GOBI Spotlight Lists featuring librarian-recommended eBooks and print books. Subscribe, browse what's new, acquire whole lists or select which titles you want.

- Core titles
- Best-sellers and award winners
- DRM-free
- Lists by subject
- Lists by language

GOBI Collection Development Resources

Award Programs

Automatically receive award-winning books, or choose to be notified when they become available. Programs cover a wide range of awards, including Pulitzer Prize and Newbery Medal

- Choice Outstanding Academic Titles Program
- Adult award lists
- Children's award lists
- Specialized award lists
- International award lists

GOBI Collection Development Resources

Faculty approval plans

Automatically receive monographs written by authors affiliated with the institution soon after publication.

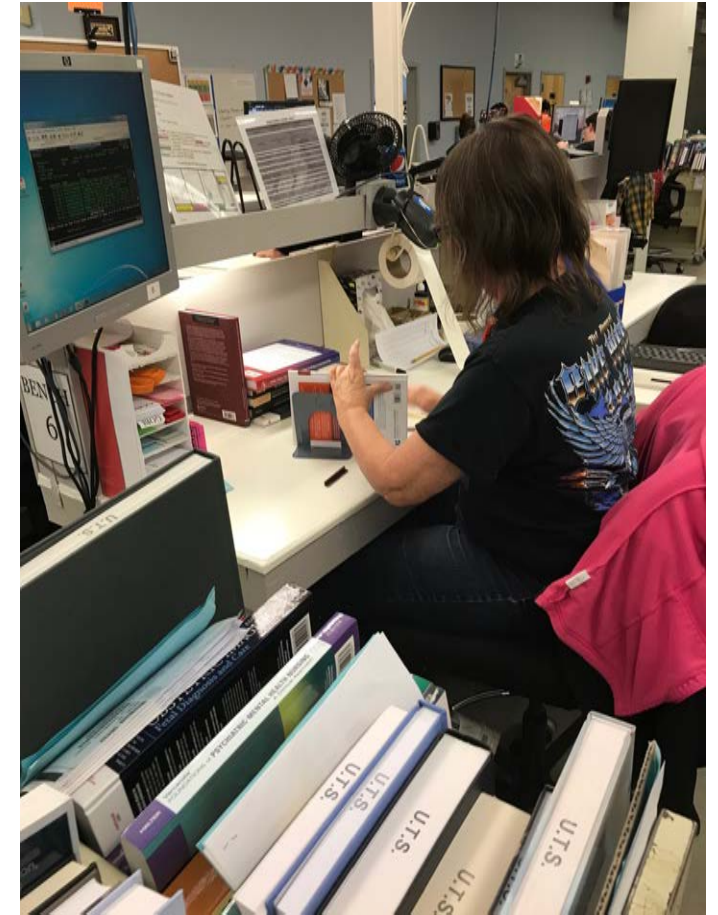
Stay on top of your institution's research output and receive auto-shipments or notifications.



Library Technical Services

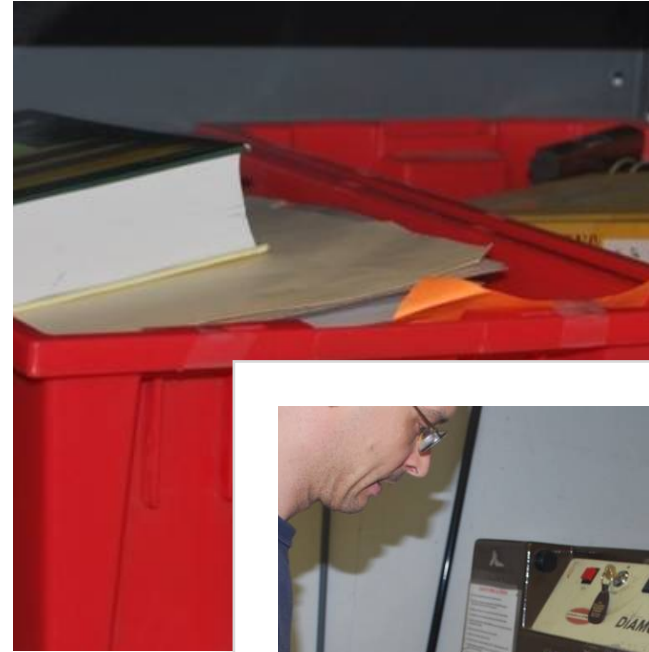
Library Technical Services Options

- Electronic ordering
- MARC-formatted export or confirmation records
- Electronic order responses/status reports
- Electronic invoicing
- Cataloguing records
 - Customised to meet your needs
- Physical processing



Book Processing

- Binding/Strengthening
- Property Stamps
- Barcodes
- Theft Detection
- Date Due Slips
- Book Pockets
- Spine Labels
- Book Covers



GOBI Ordering Workflows



EOCR

- The order starts in GOBI
- Brief Bibliographic Records provided next business day
- No need to send EDIFACT orders to GOBI
- Creates the order, encumbers funds, and provides a place holder to match to full cataloguing
- Provides customization options through constant data mappings



GobiExport

- Brief, MARC-formatted records
- Records are made available immediately downloaded from GOBI or from the FTP server
- Library imports the records and runs a job that creates order records – purchase order lines
- Library runs a job on these order lines, this prompts the ILS to send the orders to GOBI
- GOBI processes and ships the orders



GobiAPI

- A real time integration process between GOBI and Alma
- Replaces ordering on GOBI and loading EOCRs
- Replaces exporting from GOBI and sending EDIFACT orders
- Alma's name for this is 'Real-Time Acquisitions'
- Bib and order data immediately transmitted to Alma
- Order automatically created & purchase order number returned to GOBI
- All within seconds!

GOBI development

2018/19 Highlights and Enhancements

- Digital Partnerships with Cambridge University Press, Taylor & Francis and Wiley
 - New product offerings and workflow enhancements: eCollections and Evidence-based Acquisitions and related services
- GOBI Enhancements
 - Redesigned GOBI homepage sidebar to make it easier to find information
 - Reorganized Spotlight Lists to make it easier to find lists by category and subject
 - DRM Free Unlimited User Designation on Applicable Platforms/Titles in GOBI
 - GOBI selection alerts

GOBI Search and eCommerce: Planned Improvements

Make GOBI easier, faster, and more robust for firm ordering of books for ALL users

Key areas of focus:

- Search
- Pricing
- Performance
- Usability



Quality

- Improve **discoverability** of titles
- Improve **accuracy of print pricing**
- Increase **predictability of stock status** and **estimated delivery time**



Reduces Effort

- Automate the **submission of title selections**
- **Limit searches to titles not already owned** or available in their collection



Reduces Risks

- **Eliminate errors** experienced by customers due to search time-out
- **Minimize delays** introduced by de-duplication, during the order submission process



Saves Time

- Ensure that **GOBI search performance meets customer expectations** of an eCommerce site



Simplifies

- **Modernize and simplify** the GOBI User Interface by implementing **intuitive user conventions**

GOBI ALMA Integration

ALMA is the most heavily used ILS system of GOBI Libraries

- 30% of GOBI customers use the ALMA ILS system
- 50% of GOBI customers use an ExLibris' ILS Systems (ALMA, Aleph, Voyager)

Improved integration with ALMA is important for GOBI Library Solutions. It is important that we support choice for our libraries, by providing valuable workflow integrations with ExLibris systems

API planned enhancements:

- Include GOBI SubAccount in EDI Invoices for ALMA customers
- GOBI ALMA Order API to include additional Reporting Codes for customers using ALMA



GobiAPI



Working with Alma: a tale of two case studies

University A (UNSW)

Collection development strategy

- E-preferred
- Approval plans (auto)
- EBAs (a few)
- Small multi-vendor DDA pool
- Firm orders

Benefits

- Only a small firm amount of firm ordering
- Reduced workload – GOBI provides the data, invoices, MARCs
- No onsite physical processing

Alma integrations and workflow

- GOBI API for firm orders
- FTP MARCs and EDI invoices for approval plans
- GOBI discovery records for DDA
- Highly-customised GOBI MARCs
- Physical processing of print

UNSW approval plan testimonial

Having a seamless integration between Alma and GOBI, particularly via API ordering, has also allowed us to develop processes that minimise staff effort from the provision of items for reading lists, user requests or reading lists

We have found GOBI Library Solutions has continued to enhance their offering, for example, approval plans, which allow us to easily find the electronic version we need and only obtain the print titles we have to have with little intervention from staff...

Alison Neil, Associate Director, Library Resources, UNSW

University B (QUT)

Collection development strategy

- E-preferred
- EBAs (as many as possible)
- Large multi-vendor DDA pool
- Approval plans (auto + slip)
- Firm orders

Benefits

- Large EBA and DDA pools expose a lot of content to users
- Users have access anytime/anywhere
- Reduced workload – GOBI provides the data, invoices, MARCs
- No onsite physical processing

Alma integrations and workflow

- GOBI API for firm orders
- FTP MARCs and EDI invoices for approval plans
- GOBI discovery records for DDA and EBA
- Highly-customised GOBI MARCs
- Physical processing of print

QUT EBA testimonial

The process of picking up new files from the FTP [for EBA titles] is a lot easier and the records are a lot better with less problems with the files

We are so happy with the process that we want to move [other EBAs] to GOBI to manage...

The implementation and change to GOBI went smoothly with no problems and was far easier than the process direct with publisher

Garry Johnston, Manager, Library Resource Services (Acting), QUT Library

Summary: GOBI's value-added services

- A one-stop-shop for book collection development and workflows
- Dedicated project management
- Analytics and collection assessment expertise
- Complimentary training and marketing
- Experienced GOBI support team

Questions?

Timothy Tillack – ttillack@ebSCO.com

Director of Book Sales, Oceania

Arno Roosink – aroosink@ebSCO.com

Director of Sales, Serials & GOBI, Oceania

*GOBI Library Solutions from EBSCO – please come and see us at
Booth S5*