



**Aranne Central Library**  
Ben-Gurion University of the Negev

# Rialto Reimagined: Navigating Library Acquisitions in Flux

A Frank Conversation About Books,  
Partnership, and Trust

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September 17, 2025





# Overview



01 the Dream

02 the Crash

03 the Fallout

04 Rialto 2.0

05 the Conclusion





# the Days of Yore



## Results

Market • Keywords • slayer vampire

Market (1 - 13 of 13)

Item	Title	Author	Format	Price
1	Slayer Slang: A Buffy the Vampire Slayer Lexicon	by Adams, Michael	1 Print From 19.95 USD 8 Electronic From 34.91 USD	
2	The aesthetics of culture in Buffy, the vampire slayer / by Matthew Pateman	by Pateman, Matthew	1 Print From 29.95 USD 8 Electronic From 65.00 USD	
3	Queer Reading : Dekonstruktion von Heteronormativität in Buffy the Vampire Slayer	by Sombörger, Manuel	8 Electronic From 34.48 USD 1 Other From 40.89 USD	
4	Undead TV : Essays on Buffy the Vampire Slayer	by Levine, Elaine, Parks, Lisa, Kearney, Mary Celeste, Murray, Susan		
5	Slayers and their vampires : a cultural history of killing the dead / Bruce A. McClelland	by McClelland, Bruce		
6	Blood Relations : Chosen Families in Buffy the Vampire Slayer and Anime	by Battis, Jess, 1979-		
7	Buffy and the Heroine's Journey : Vampire Slayer As Feminine Chosen	by ProQuest, Videre Victor		

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# the Promise

## Streamlined Ordering

- Intrinsic operation – inventory, catalogue, activation
- One-Stop Shop – multitude of vendors and options on one platform

## Transparency

- Information available to relevant librarians
- Improved communication between departments

## Fund Management

- Budgets are organized and accessible
- Advanced planning
- Informed decision-making





# the Community

ICAU founded;  
first Ex Libris conference  
at CERN

**1990**

IGeLU formed to  
represent international  
users

**2006**

NERS voting  
implemented

**2011**



**2005**

ELUNA formed in  
North America

**2008**

Global Product  
Development  
Collaboration Agreement  
signed

**2015**

Idea Exchange launched

**Present  
2024-25**

IGeLU has 400-550  
members worldwide;  
ELUNA represents  
1,300+ institutions;






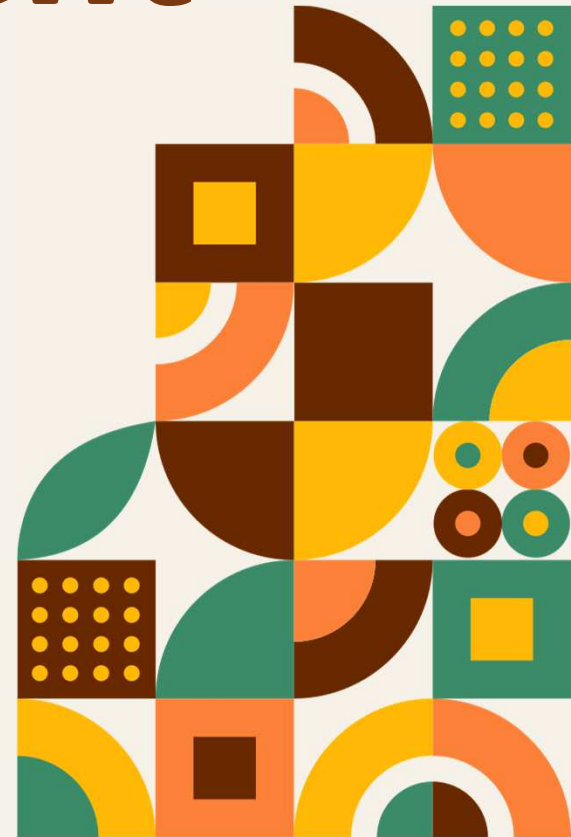
# February 18, 2025





# the Announcement

-  Move to subscription-based access
-  Phase out one-time perpetual purchases of digital books and collections
-  Phase out print purchases entirely





# the Rationale?

## What Was Said to Librarians

- ▶ “We’re addressing libraries’ evolving needs...” ; This “follow[s] changes in demand from libraries...”
- ▶ “...we have a proven history of pioneering and collaborating...”
- ▶ “Our goal is to make learning and research more accessible and affordable...”
- ▶ “...academic AI tools grounded in comprehensive curated content...”

-- Bar Veinstein, President of Academia & Government, Clarivate







# the Rationale.

## What Was Said to Investors

- ▶ “It's a lot of effort to do onetime deal and it's a distraction.”
- ▶ “... this is a drain. This is just taking our time.”
- ▶ “A central tenet of our Value Creation Plan is to concentrate our focus on recurring revenues.”

-- Matti Shem Tou, CEO, Clariivate





# the Missing Point

## **Subscription vs. Stewardship**

Subscription for changeable packages directly undermine libraries' core responsibility to preserve and provide reliable access to knowledge.

## **Financing vs. Funding**

Libraries utilize two types of budgets – operational and transactional – that don't overlap. Moving to subscription models categorically excludes Clarivate from one of those budgets.

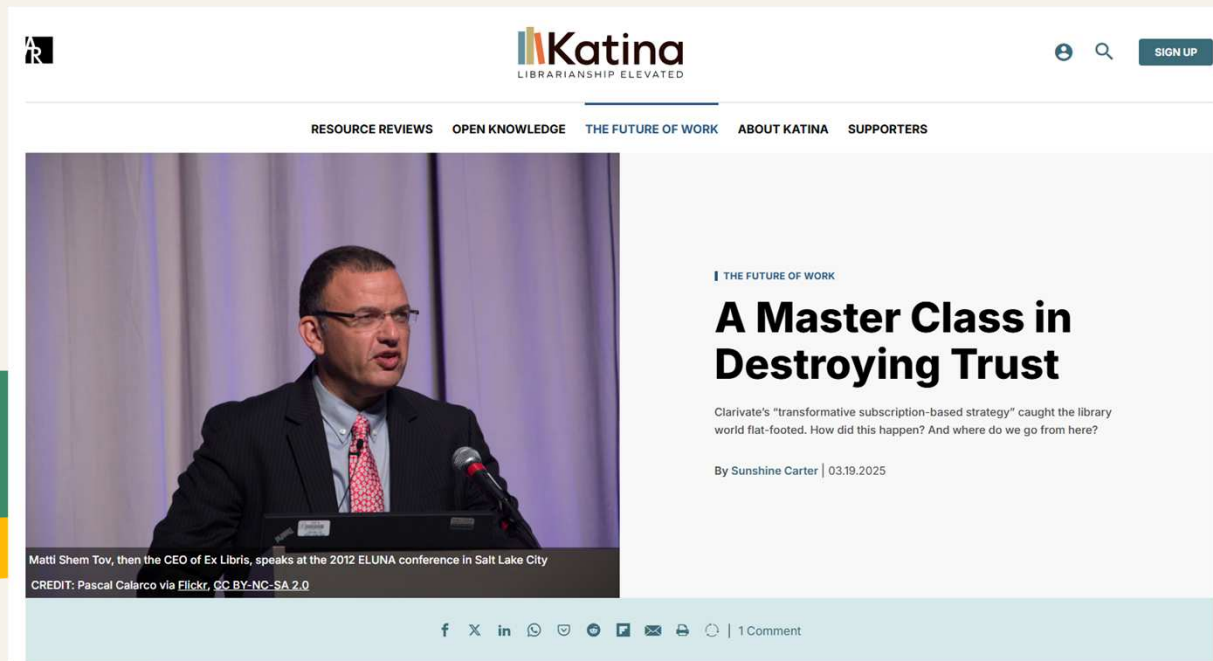
## **Value vs. Values**

Libraries are communal not-for-profit organization whose purpose is to provide reliable access to resources to their patrons.





# the Broken Trust



# the Reaction

Denial

Anger

Bargaining

Depression

Acceptance





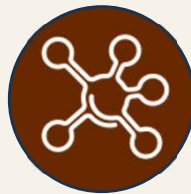
# the Talking



**Regional  
Director**



**Working  
Group**



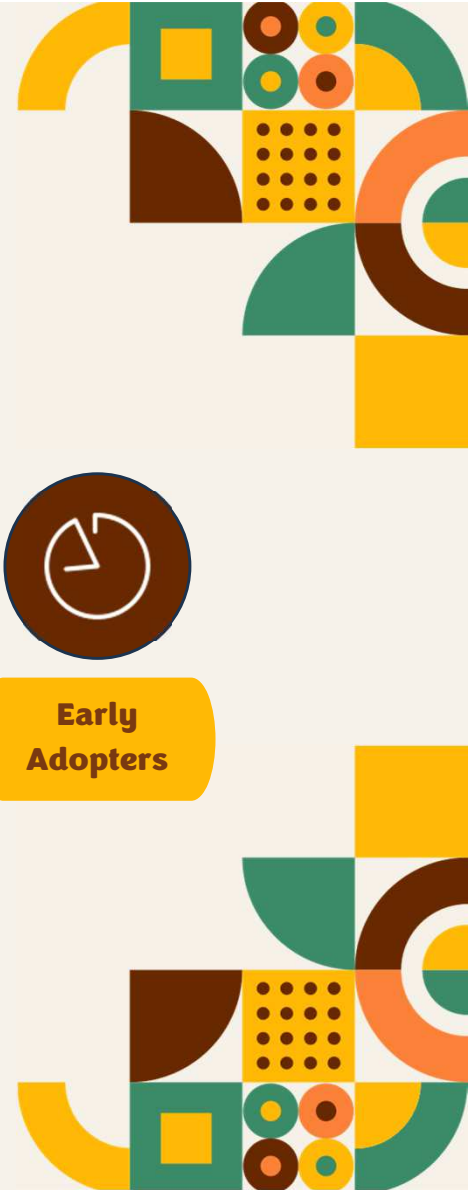
**Consortium  
Members**



**Focus  
Group**



**Early  
Adopters**



The image features a central text area surrounded by four decorative corner blocks. Each block contains a collection of geometric shapes: squares with dot patterns, concentric semi-circles, solid squares, and groups of small circles. The colors used are teal, orange, yellow, and brown. The top-left block has a teal square with yellow dots, orange and yellow semi-circles, and a yellow square with an orange dot. The top-right block has a brown square with yellow dots, yellow and teal semi-circles, and a teal square with a brown dot. The bottom-left block has a teal square with yellow dots, orange and yellow semi-circles, and a yellow square with an orange dot. The bottom-right block has a brown square with yellow dots, orange and yellow semi-circles, and a yellow square with an orange dot.





# Rialto 2.0



# Print will be Back\*

\*(In a way)



-  Rialto workflow
-  EDI protocol
-  External providers
-  Separate invoices







# Market Neutrality



- More vendors
- Small publishers
- Perpetual purchase still available





# Collection Development

**Retention**

**Expansion**

**Deselection**

**Informed  
Fulfillment**





Alma Production

Collection Development

Acquisitions

Resources

Fulfillment

Admin

Analytics

Show MDE

Configuration

Physical titles

Keywords

Find specific facet

Item Material Type

- Book (681)

Resource Type

Book - Physical (681)

Library

Aranne Library (681)

Language

Arabic (23)

English (92)

French (12)

+ More (8)

Publication Year

1808 - 1946 (166)

1947 - 1961 (164)

1962 - 1973 (168)

1974 - 2006 (169)

2007 - 2018 (14)

From To

Item Policy

No policy (681)

Badges

Courses (1)

Low/No Usage (681)

Items for Deselection (1 - 20 of 681)

Project Name: P-Z storage (Generated on 05/08/2025)

Sort by: Title

Manage Labels Commit to Retain Remove from List Withdraw from Repository Change Location

1

12 משוררים / שרגא אבנרי

Book (Book - Physical)

By (1969 תשל"ר יבנו, תל-אביב : שרגא, אבנרי, תל-אביב : יבנו, תשל"ר 1969)

Language Hebrew

MMS ID 990010439750204361

LC Call Number PJ5020.A85

Item in place

Barcode 104397501956

Permanent Library Aranne Library

Permanent Location 1C - Storage (2 weeks)

Item ID 2371822800004361

Holdings ID 22143392240004361

Material Type Book

Item Policy No policy

Change Location Withdraw from Repository

Low/No Usage

2

The Age of Reason / Jean-Paul Sartre ; translated by Eric Sutton.

Book (Book - Physical)

By Sartre, Jean-Paul, ([Harmondsworth] : Penguin Books, 1967, C1961.)

Series Penguin books ; 1521

Language English

MMS ID 990010459840204361

LC Call Number PQ2637.A82A413 1961

Item in place

Barcode 104598400577

Permanent Library Aranne Library

Permanent Location 1C - Storage (2 weeks)

Item ID 2371975450004361

Holdings ID 22147507000004361

Material Type Book

Item Policy No policy

Change Location Withdraw from Repository

Low/No Usage

3

Albert Camus et "L'etranger".

Book (Book - Physical)

By Castex, Pierre-Georges, (Paris : J. Corti, 1965.)

Language French

MMS ID 990010428300204361

LC Call Number PQ2605.A3734E853

Item in place

Barcode 000096102817

Permanent Library Aranne Library

Permanent Location 1C - Storage (2 weeks)

Item ID 2371206430004361

Holdings ID 22146109280004361

Material Type Book

Item Policy No policy

Change Location Withdraw from Repository

Low/No Usage

4

Albert Camus et "L'etranger".

Book (Book - Physical)

By Castex, Pierre-Georges, (Paris : J. Corti, 1965.)

Language French

MMS ID 990010428300204361

LC Call Number PQ2605.A3734E853

Item in place

Barcode 000096102817

Permanent Library Aranne Library

Permanent Location 1C - Storage (2 weeks)

Item ID 2371206430004361

Holdings ID 22146109280004361

Material Type Book

Item Policy No policy

Change Location Withdraw from Repository

Low/No Usage

1 of 35

Multiple Items in List

Low/No Usage

PROJECT ANALYTICS

Deselection Summary

Total Recommendation

Active: 681 (100.00%)

Retained: 0 (0.00%)

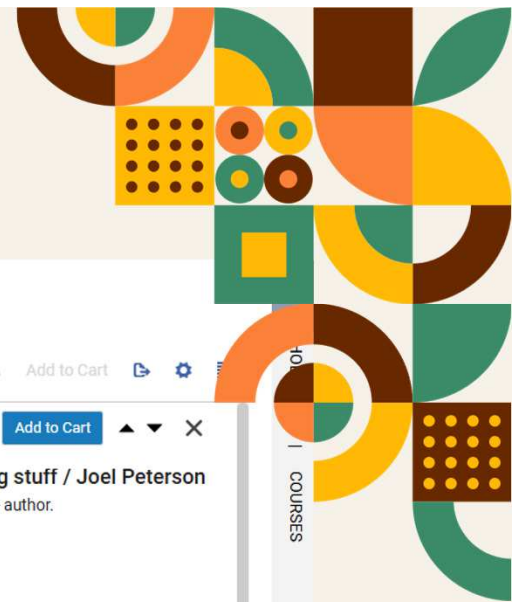
Removed: 0 (0.00%)

Withdrawn: 0 (0.00%)

Handled: 0 (0.00%)

This chart updates only when the page is reloaded.

ExLibris



Find specific facet

Price (USD)

- ☐ Promotional discou...
- ☐ Under 25
- ☐ 25 to 50
- [+ More \(3\)](#)

Format

- ☐ **EBook** from **96.57** USD (2)
- ☐ **Print Book** from **19.99** USD (3)
- ☐ **Other** from **27.99** USD (3)

Library activity

Held in my institution ☒

Binding

- ☐ Cloth/HB (3)
- ☐ Compact Disk (A... (3)

Availability

- ☒ Not yet published
- ☒ Out of print

Publisher

- ☒ Self-published

## < Entrepreneurial Leadership: The Art of Launching New Ventures, Inspiring Others, and Running Stuff (1 - 8 of 8)


by Peterson, Joel





Sort by: **Publication Year** ▾

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Demand: 4 

**Description**  
Make a lasting impact by launching new initiatives, inspiring others, and championing innovative approaches with this from-the-trenches guide by trusted executive mentor, entrepreneur, and leadership expert Joel Peterson.  
(read more) ▾

**Additional Resources**  
**Physical Pods**  
Name: Ex Libris University Pod   
Lending Terms: Delivered in 7 days  
**Open Access**  
Provider: DOAB   
Provider: World Archive 

10  
COURSES



# Additional Solutions



- ▶ Move to Open Access publications for courses
- ▶ Increased use of Inter-Library Loan services
- ▶ Creation and use of university repositories
- ▶ External vendors





# Now What?

**More Work**



**We Got This!**





# Participate



 Product Working Groups

 Development Partners

 Early Adopters

 Customer Advisory Boards

 CERV Voting

 Idea Exchange

Etc....



# Stop Being Polite





# the Conclusion

- ▶ This is **our** product.
- ▶ Clarivate must listen to librarians
- ▶ Librarians must speak to Clarivate
- ▶ Rialto will be the canary









**Aranne Central Library**  
Ben-Gurion University of the Negev

# Thank You!

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