



**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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# Overview

-  01 the Dream
- 02 the Crash
- 03 the Fallout
- 04 Rialto 2.0
- 05 the Conclusion





# the Days of Yore



## Results

The screenshot shows a library search interface with the following details:

- Market** dropdown: Keywords
- Search term**: slayer vampire
- Refine by** sidebar:
  - Format: Ebook (93), Print book (15), Other (1)
  - Bind: Paperback (11), Cloth/HB (4), Unspecified (1)
  - Publisher:
    - Self-published
    - Reprints publishers:
      - McFarland & (64)
      - University of... (10)
      - Oxford Univers... (9)
  - Platform:
    - Subscribed platforms:
      - Ebook Central (45)
      - EBSCO ebo... (42)
      - JSTOR (2)
  - Publication Year:
    - Not yet published
    - Out of print:
      - 2006 (27)
      - 2010 (24)
      - 2011 (10)
- Market** results (1 - 13 of 13):
  - 1. **Slayer Stang : A Buffy the Vampire Slayer Lexicon** by Adams, Michael. English. 2003-2004. 1 Print From: 19.95 USD. 8 Electronic From: 34.91 USD. [View All Offers](#)
  - 2. **The aesthetics of culture in Buffy, the vampire slayer** / by Matthew Pateman by Pateman, Matthew. English. 2006. 1 Print From: 29.95 USD. 8 Electronic From: 65.00 USD. [View All Offers](#)
  - 3. **Queer Reading : Dekonstruktion von Heteronormativität in Buffy the Vampire Slayer** by Simbürger, Manuel. German. 2010. 8 Electronic From: 34.48 USD. 1 Other From: 40.85 USD. [View All Offers](#)
  - 4. **Undead TV : Essays on Buffy the Vampire Slayer** by Levine, Elana; Parks, Lisa; Kremey, Mary Celeste; Murray, Susan. English. 2007. 1 Print From: 29.95 USD. 8 Electronic From: 34.48 USD. [View All Offers](#)
  - 5. **Slayers and their vampires : a cultural history of killing the dead** / Bruce A. McClelland, Bruce. English. 2006. 1 Print From: 29.95 USD. 8 Electronic From: 34.48 USD. [View All Offers](#)
  - 6. **Blood Relations : Chosen Families in Buffy the Vampire Slayer and Angel** by Battle, Jen. English. 2005. 1 Print From: 29.95 USD. 8 Electronic From: 34.48 USD. [View All Offers](#)
  - 7. **Buffy and the Heroine's Journey : Vampire Slayer As Feminine Chosen** by Franklin, Valerie Fitchell. English. 2006. 1 Print From: 29.95 USD. 8 Electronic From: 34.48 USD. [View All Offers](#)



ProQuest  
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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, Clariuate





# 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 screenshot shows a website for "Katina" with the tagline "LIBRARIANSHIP ELEVATED". The navigation menu includes "RESOURCE REVIEWS", "OPEN KNOWLEDGE", "THE FUTURE OF WORK", "ABOUT KATINA", and "SUPPORTERS". A "SIGN UP" button is in the top right. The main content area features a video thumbnail of a man speaking at a podium, identified as Matti Shem Tov. Below the thumbnail is a caption: "Matti Shem Tov, then the CEO of Ex Libris, speaks at the 2012 ELUNA conference in Salt Lake City" and "CREDIT: Pascal Calarco via Flickr, CC BY-NC-SA 2.0". To the right of the thumbnail, a sidebar with the heading "THE FUTURE OF WORK" contains the title "A Master Class in Destroying Trust". Below the title is a brief description: "Clarivate's 'transformative subscription-based strategy' caught the library world flat-footed. How did this happen? And where do we go from here?". The author is listed as "By Sunshine Carter | 03.19.2025". At the bottom of the content area is a light blue footer bar with social media icons for Facebook, X, LinkedIn, and others, followed by "1 Comment".

# the Reaction

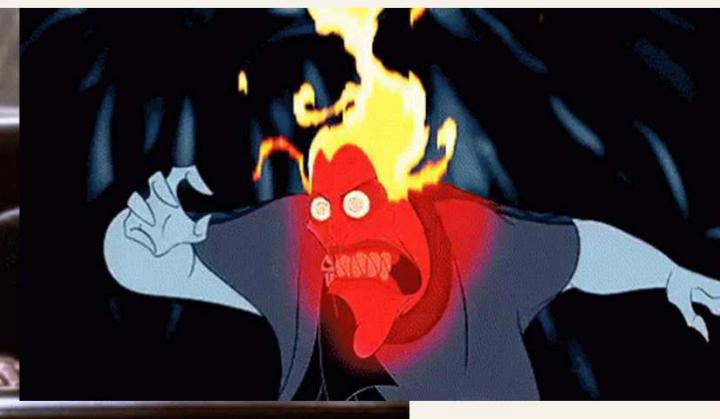
Denial

Anger

Bargaining

Depression

Acceptance





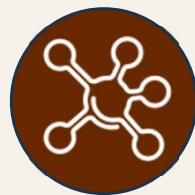
# the Talking



Regional  
Director



Working  
Group



Consortium  
Members



Focus  
Group



Early  
Adopters



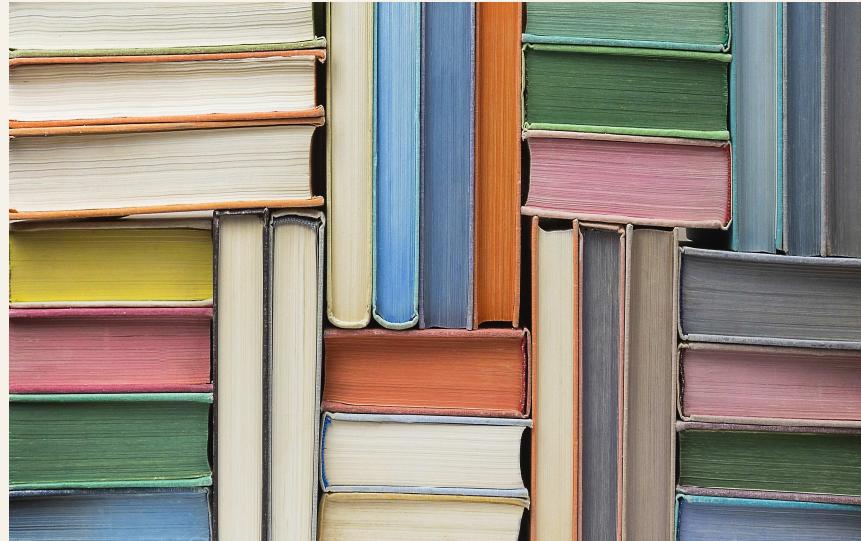


# Rialto 2.0



# 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**



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  **משורדים / שרגא אבנרי** 12

Book (Book - Physical)  
By (1969-) (ה-אבן, יבון, תל-אביב)  
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

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 2214750700004361  
Material Type Book  
Item Policy No policy

3  **Albert Camus et "L'étranger."**

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

4  **Albert Camus et "L'étranger."**

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

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

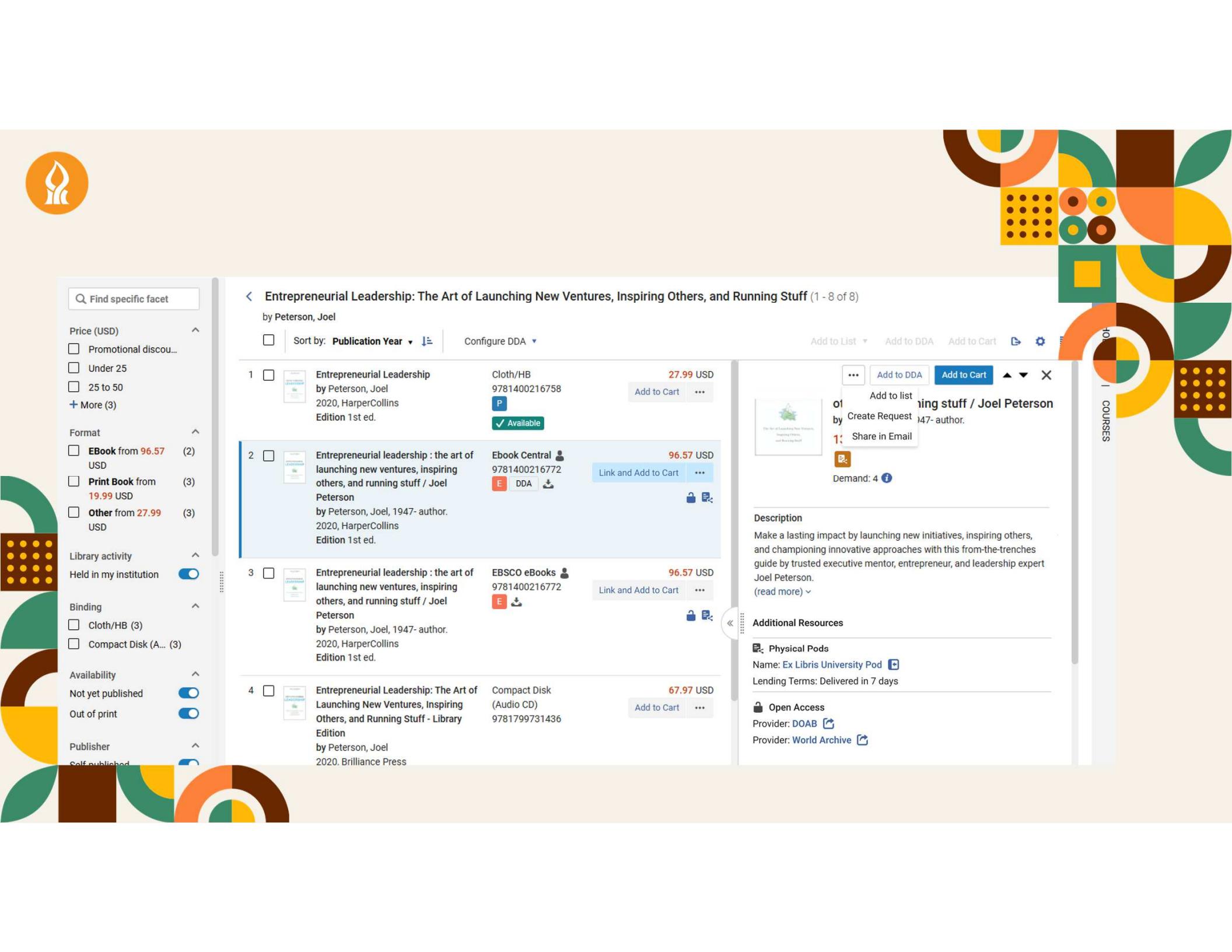
1 of 35 5 Aranne Library

Multiple Items in List

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 discount
- 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 (3)

Availability

- Not yet published
- Out of print

Publisher

- Self published

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

by Peterson, Joel

Sort by: Publication Year

Configure DDA

Add to List Add to DDA Add to Cart

1  Entrepreneurial Leadership Cloth/HB 27.99 USD 9781400216758 Add to Cart  Available

2  Entrepreneurial leadership : the art of launching new ventures, inspiring others, and running stuff / Joel Peterson Ebook Central 96.57 USD 9781400216772 Link and Add to Cart

3  Entrepreneurial leadership : the art of launching new ventures, inspiring others, and running stuff / Joel Peterson EBSCO eBooks 96.57 USD 9781400216772 Link and Add to Cart

4  Entrepreneurial Leadership: The Art of Launching New Ventures, Inspiring Others, and Running Stuff - Library Edition Compact Disk (Audio CD) 67.97 USD 9781799731436 Add to Cart

1  Entrepreneurial Leadership: The Art of Launching New Ventures, Inspiring Others, and Running Stuff / Joel Peterson 9781400216758 Add to list  Create Request  Share in Email 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



# 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





**Questions?**

**Statements?**

**Cries of War?**



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

# Thank You!

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