

April 2022

DEALS & DISCOUNTS FOR ALL TYPES OF LIBRARIES



RAILS PHILOSOPHY

- Vendor partnerships
- Transparency, logical pricing structure, mass appeal
- Quality resources

How can RAILS libraries help?

- Participate!
 - Negotiations are based on potential; our power lies in our participation & economies of scale
- Share your suggestions and comments



BUDGET IMPLICATIONS

- Members saved over \$1,000,000 FY21
 - Economies of scale
 - Billing and oversight
 - Help offset library budget strains

What's new?

- **Visit railslibraries.info/deals to view current deals**
 - Pricing, webinars, demos, trial links
- Check weekly *RAILS E-News* and L2 calendar



CURRENT / NEW DEALS

- Currently over 60 deals
- Discounted resources for all library types
- Negotiate for new resources and restructure established pricing to reflect library needs and trends
 - Newer: Udemy, LegalGPS, LOTE Online for Kids, Checkers Library TV, BookBrowse, EBSCO DEI Package, BTCat
 - Recently restructured: Creator, VERSO, Plan Builder
- Discounts for catalog resources such as Quill, The Library Store



Don't Be a Stranger!



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E-RESOURCES ISSUES & SUPPORT

- RAILS pulse page highlights issues surrounding e-resources access in libraries: [railslibraries.info/issues/170353](https://www.railslibraries.info/issues/170353)
- ELSUM networking group and email list

RAILS E-Resource Projects

- Vendor Privacy Policy Project Page
 - Links to privacy policies for third-party vendors who provide e-resources to public libraries
- Voluntary Product Accessibility Template (VPAT) Page
 - Helps libraries understand web accessibility, how to vet e-resources and contains links to VPATs



CONSORTIA MANAGER

- Online tool to manage group purchasing
- Increases efficiency, capacity, member communications
- Robust project in terms of quantity of data and complexity
- Manages workflow related to consortial purchasing
 - Evaluation
 - Terms & details of resources
 - Price calculations & order tracking
 - Invoicing
 - Statistics
 - Communications with vendors & libraries



LINKS

- [railslibraries.info/deals](https://www.railslibraries.info/deals)
- [railslibraries.info/issues/170353](https://www.railslibraries.info/issues/170353)
- <https://www.railslibraries.info/privacy-policies>
- <https://www.railslibraries.info/vpat>

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