



May 2023

# 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 FY23
  - Economies of scale
  - Billing and oversight
  - Help offset library budget strains

### What's new?

- **Visit [railslibraries.org/deals](https://railslibraries.org/deals) to view current deals**
  - Pricing, webinars, demos, trial links
- Check weekly *RAILS E-News* and L2 calendar



## CURRENT / NEW DEALS

- Currently over 50 opt-in deals
- Discounted resources for all library types
- Negotiate for new resources and restructure established pricing to reflect library needs and trends
- Direct 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: <https://railslibraries.org/eresource-access>
- 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

### CONSORTIA MANAGER

- Online tool to manage group purchasing
- Increases efficiency, capacity, member communications
- Robust in terms of quantity of data, fluidity 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.org/deals](https://railslibraries.org/deals)
- <https://railslibraries.org/eresource-access>
- <https://railslibraries.org/econtent/privacy>
- <https://railslibraries.org/econtent/vpat>

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