

October 2024

DEALS & DISCOUNTS FOR ALL TYPES OF LIBRARIES



RAILS PHILOSOPHY

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

RAILS Advantages

- Big picture view
- Economies of scale - ability to leverage deals
- RAILS staff support - data, technical, communications
- Member support - Feedback, suggestions



FACTORS TO CONSIDER

Is it needed/
wanted?



FIT

Does it align
with goals and
priorities?

Who does
it benefit?

IMPACT

Does it bring
unique value?

VALUE

Is a significant
discount offered?

SAVINGS



BUDGET IMPLICATIONS

- Members saved over \$2,000,000 FY24
 - Helps stretch library dollars & offset budget strains
 - Billing and oversight

Challenges

- Large & diverse membership
- Complex pricing structures
- High potential / high stakes
- Many potential resources

How can RAILS libraries help?

- Participate!
- Share your suggestions and comments

Don't Be a Stranger!

Leila Heath, Director of Library Resources and Programs • leila.heath@railslibraries.org
 Jody Rubel, Library Resource Specialist • jody.rubel@railslibraries.org
 Maggie Thomann, Library Resource Specialist • maggie.thomann@railslibraries.org

October 2024

DEALS & DISCOUNTS FOR ALL TYPES OF LIBRARIES

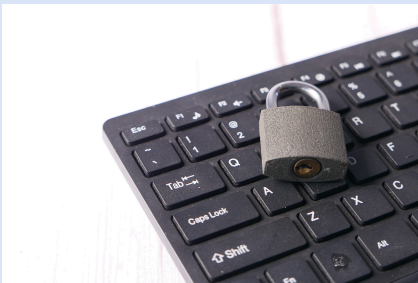


CURRENT / NEW DEALS

- 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

What's new?

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



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
- Info for Vendors: <https://railslibraries.org/deals/vendor-info>

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



LINKS

- railslibraries.org/deals
- <https://railslibraries.org/eresource-access>
- <https://railslibraries.org/deals/vendor-info>
- <https://railslibraries.org/econtent/privacy>
- <https://railslibraries.org/econtent/vpat>

Don't Be a Stranger!

Leila Heath, Director of Library Resources and Programs • leila.heath@railslibraries.org
Jody Rubel, Library Resource Specialist • jody.rubel@railslibraries.org
Maggie Thomann, Library Resource Specialist • maggie.thomann@railslibraries.org