

# New service for ALIA institutional members

ALIA has formed a partnership with ALDIS Associates Pty Ltd to offer ALIA CIPS, a new value-added service for ALIA institutional members, which provides enhanced and cost-effective access to information resources. ALIA CIPS (Co-operative Information Purchasing Services for ALIA institutional members) was launched on 25 August at the 10th Asia Pacific Special, Health and Law Librarians' conference.

ALIA CIPS offers expert assistance in researching vendor offers and in negotiating with vendors for information resources. It provides support in establishing co-operative collection development arrangements among library and information services. ALIA CIPS aims to provide its members with quality and affordable information resources and to save members time and money in researching and negotiating for these resources.

This new service will establish co-operative buying groups among its members, and negotiate pricing and licensing for these co-operative groups. Exclusive vendor offers will be negotiated for ALIA CIPS members. The service also includes administrative support in managing subscriptions, evaluating products, disseminating usage statistics and arranging training.

Co-operative purchasing offers now available for ALIA CIPS members are:

- Australasian Medical Index database from RMIT Publishing;
- Gale Virtual Reference Library: more than eighty-five eBooks will be available from 30 October from Thomson Gale.

Further offers are under negotiation.

Launching ALIA CIPS, Dr Marianne Broadbent, global head of research, Executive Programs, Gartner, and opening keynote speaker at the Special, Health and Law Librarians' Conference, said:

*'In a complex and rapidly changing information world, a fundamental challenge for libraries and information services is to acquire high-quality, relevant electronic resources at a*

*favourable price and with the licence conditions that are appropriate to user needs. Electronic resources present new opportunities and challenges including keeping up-to-date with new resource offerings, understanding and negotiating licence arrangements that will best meet the needs of your organisation and users and developing co-operative relationships with other libraries and information services that have similar information needs. These aspects of researching, negotiating for and acquiring information resources can be particularly challenging for the special libraries sector where there is a diversity of user needs and highly-specialised subject interests.'*

ALIA's partner in ALIA CIPS, ALDIS Associates Pty Ltd, has extensive industry experience in the sale and support of information products in Australia and New Zealand, and has a solid reputation in providing excellent service levels to both customers and vendors, earned over many years.

ALIA CIPS has been developed in response to the needs expressed by ALIA members and as part of a wider ALIA program focusing on purchasing, licensing and consortia issues. It is also a direct outcome of the ALIA Forum on Purchasing Agreements held in October 2002 at which representatives of a range of key library and information organisations debated these issues and the role that ALIA could play.

For more information and to register for ALIA CIPS visit <http://alia.org.au/members-only/cips.html>.

## Contacts

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## ALIA Forum on Purchasing Agreements and Licensing

Melbourne, Monday 2 February 2004, 9:30am – 4:30pm (a satellite event for the 2004 VALA conference)

The ALIA Forum on Purchasing Agreements and Licensing will bring together purchasers and suppliers to discuss the issues of concern to libraries and suppliers in the acquisition of online resources.

The forum will aim to build knowledge, understanding and trust between purchasers and suppliers. It will inform participants about current developments in licensing, co-operative and consortia arrangements, and service and business models.

The focus will be on developing the principal elements for a model licence that could be applied broadly across the library and information services sector. Other anticipated outcomes include recommendations to ALIA and other bodies on needs of the sector in areas such as

training, advisory and support services and lobbying and advocacy.

The forum will feature a mix of presentations by invited speakers, panel sessions and interactive discussion. Speakers and panel members will be drawn from a range of library and information services sectors and vendors.

Lunch, morning and afternoon tea will be included.

Themes to be explored include:

- purchasing arrangements that offer value to both purchaser and supplier — library and supplier perspectives.
- the business environment of the online information industry.
- the service needs and technical environment of libraries and information services.

- licensing to meet different user requirements, for example virtual reference services, remote users, collaborative and joint-use services, resource sharing and document delivery.
- copyright versus contract.
- training needs in reading, understanding and negotiating licences.
- purchasing models suitable for the Australian market.

To register your interest in the forum and to receive more information as it becomes available please contact Susan Magnay ([susan.magnay@alia.org.au](mailto:susan.magnay@alia.org.au)) or Moyra McAllister ([moyra.mcallister@bdw.com](mailto:moyra.mcallister@bdw.com)). Or check the ALIA CIPS webpages at <http://alia.org.au/members-only/cips.html>. ■