

Strategies for supporting UK Research Communities through hard economic times

Update for FIL Meeting – March 2010

Barry Smith

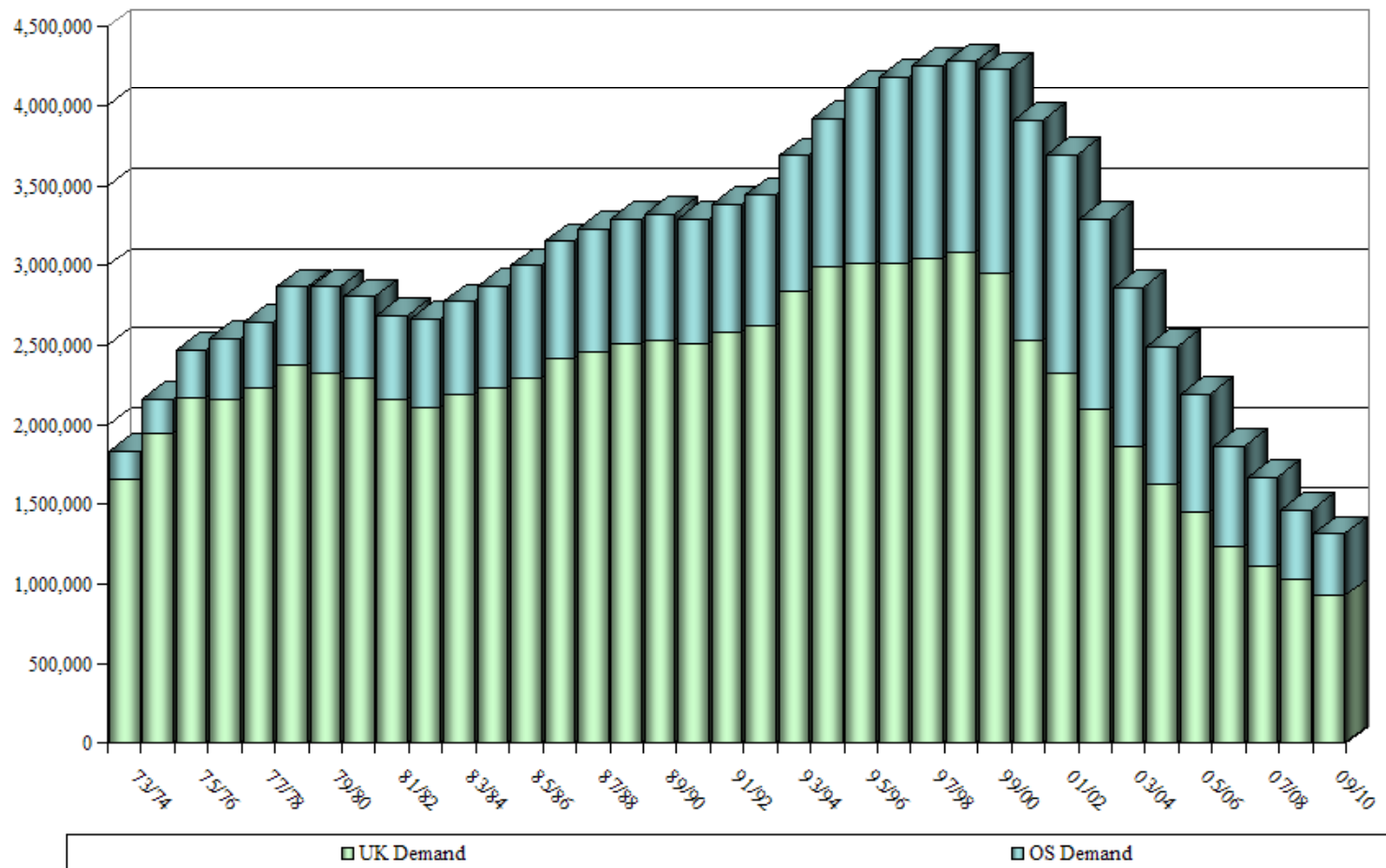
Head of Sales and Marketing

Agenda

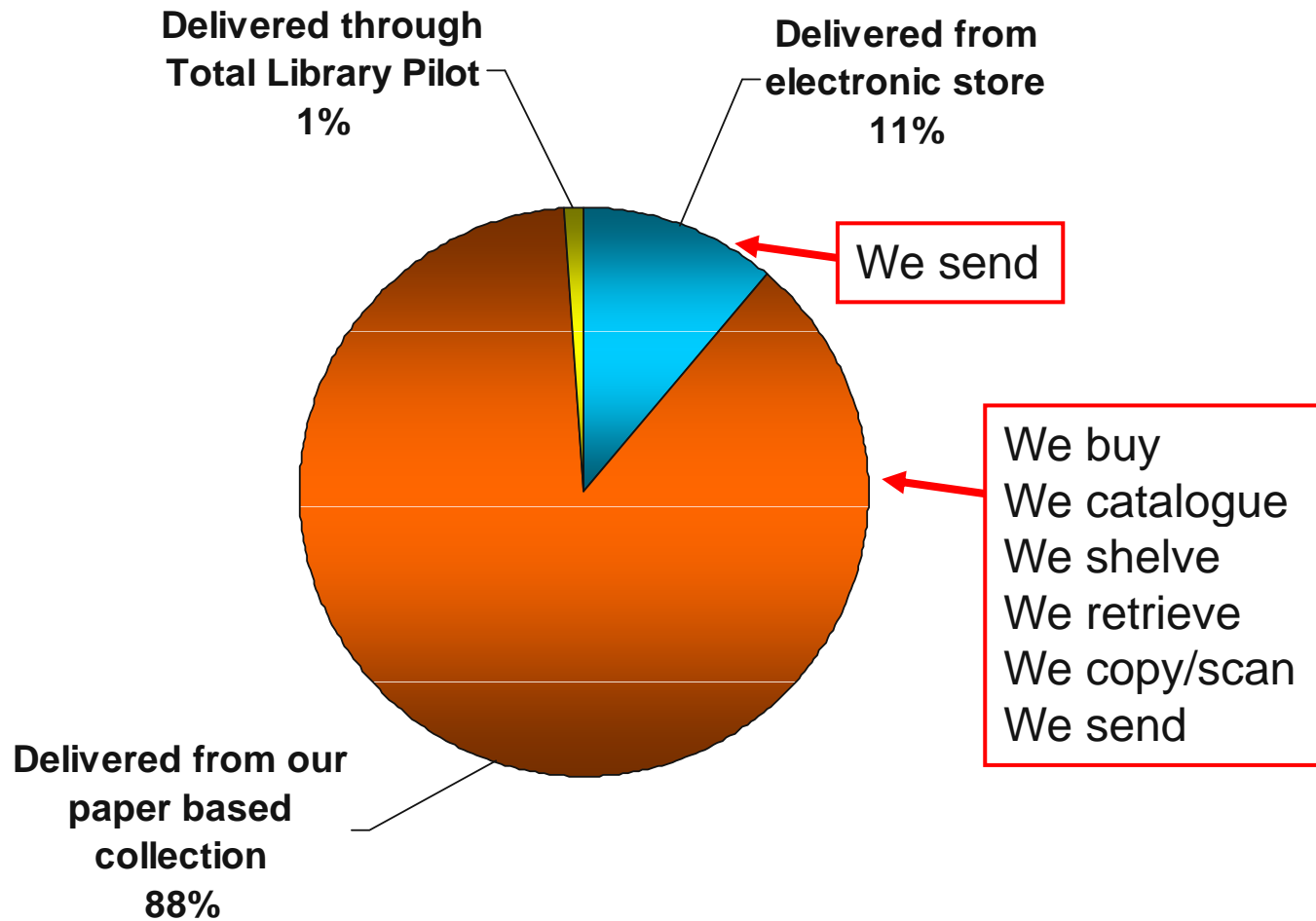
- Document supply update – today and the future
 - The changing document supply model
 - Fileopen
 - The HE Subscription Model
 - HESS
- ETHOS – 12 months on and what happens next
- UKRR
- New services for 2011 - British Library Direct +

How the document supply model will change over the next 3 years

Annual Demand - Operations & Services - Document Supply Boston Spa



Where your documents comes from today



Where your documents comes from tomorrow

I'm the BL

- We don't have to buy to supply.
- Failures cost us over £5 each.
- Totally scalable

Delivered through Total Library Service
20%

I'm the BL

- Savings in CA&D, Operations, Acquisitions.
- Potentially more flexible licensing terms

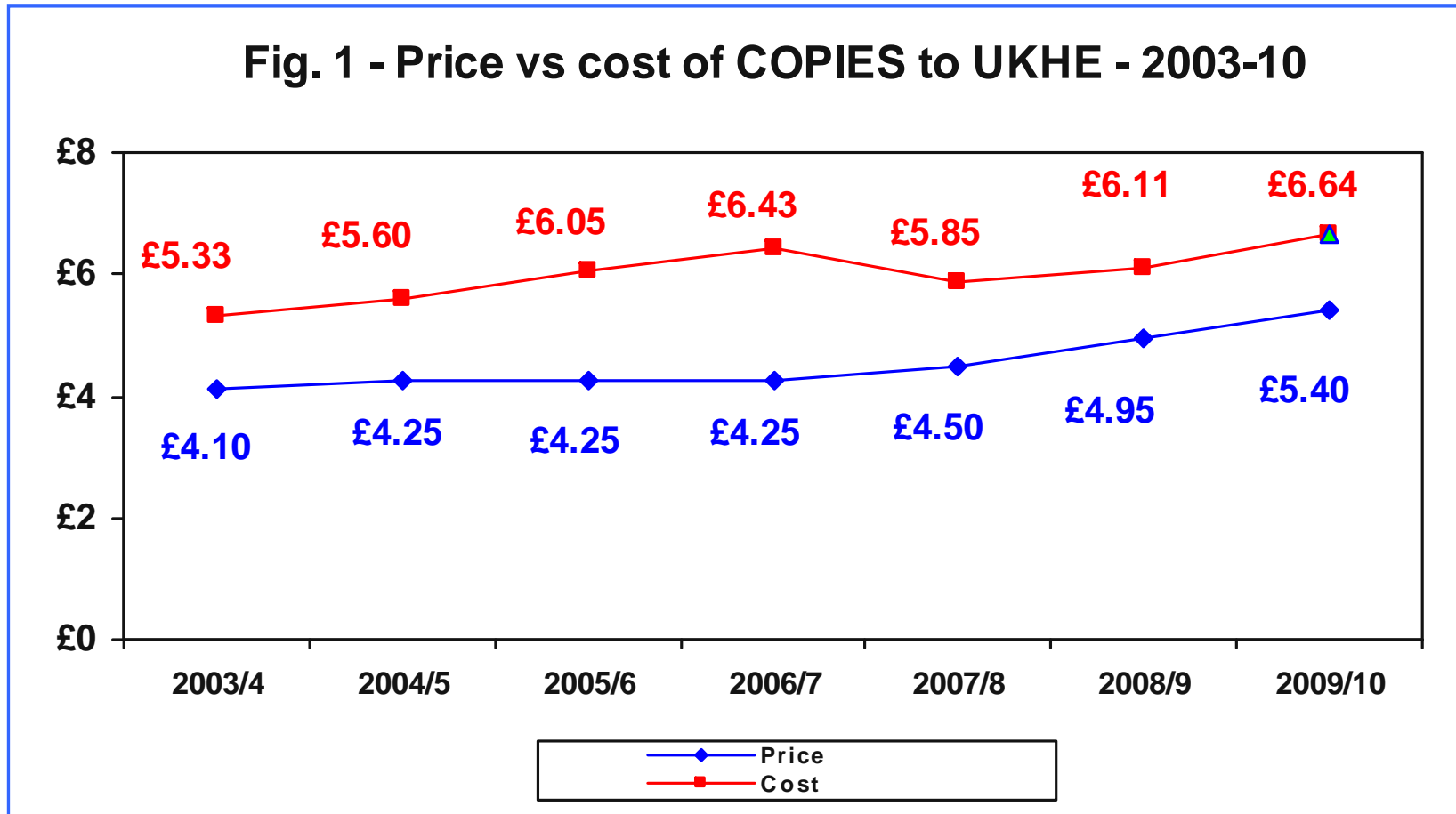
Delivered electronically with top 50 publishers
53%

Delivered from our paper based collection
27%

I'm the customer

- Quicker delivery
- Full colour, native PDF
- Cheaper

What this means to you



BRITISH
LIBRARY

Fileopen is Here!

The BL DRM options

BL about a year ago

SED

Ariel

**Electronic
Delivery
Options**

BL today

SED

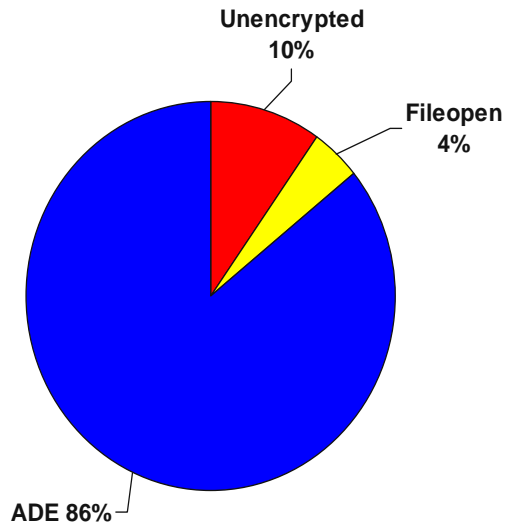
Ariel

Fileopen

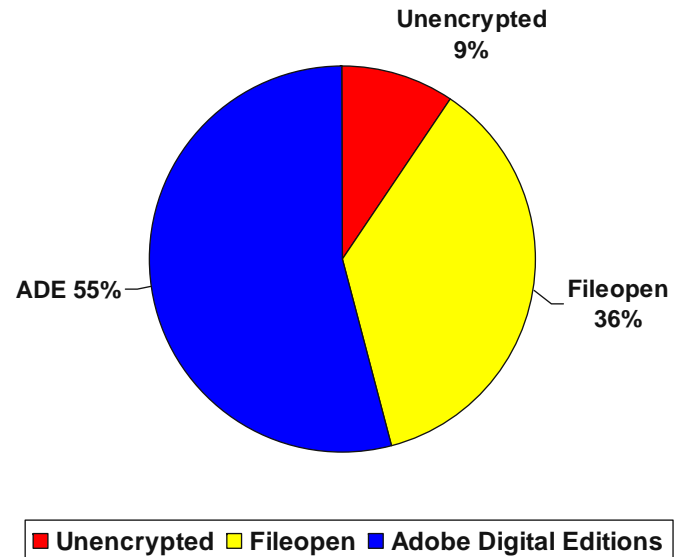
Unencrypted supply for
electronic coursepacks

How customers are receiving electronic documents

Electronic delivery routes – June 2009



Electronic delivery routes – Feb 2010



Why Fileopen and not Adobe Digital Editions?

- You only need to download it once for all users.
- There are no forced upgrades.
- It works.

“Here at UEA we've been involved in the testing of FileOpen from the start and I would say it is a great improvement on Digital Editions; easier to network and no problems with upgrades. There was one early bug involving (I believe) double layers of security, but this was quickly sorted out and BL were very helpful all along.”

Michael Robbins,
Senior Assistant - ILL,
University of East Anglia,

Coming soon? – Fileopen Viewer

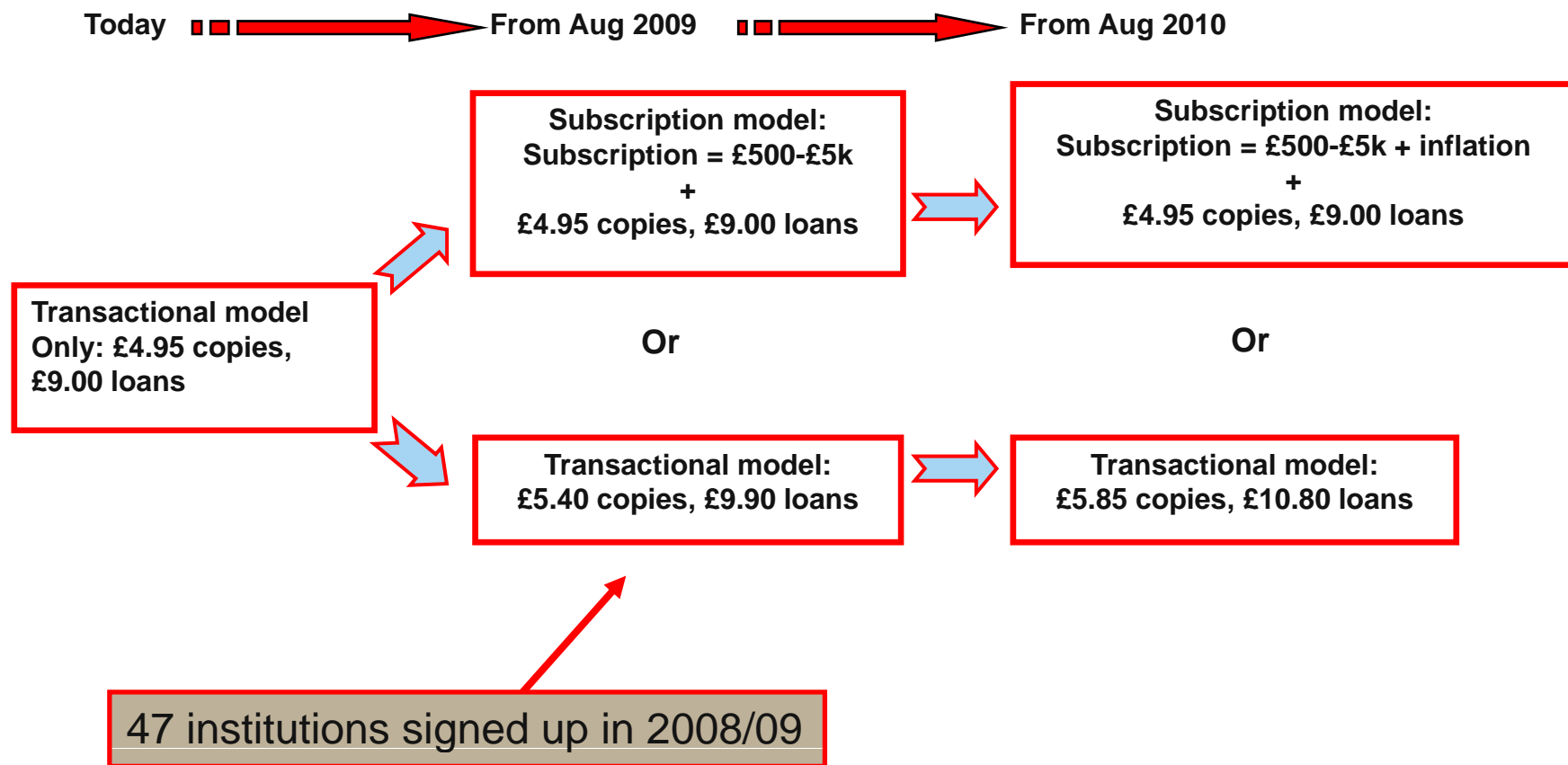
- New DRM option that can be used in conjunction with Fileopen plug in.
- Does not require user to download any software (although Flash needs to be installed).
- Online viewing only and document disabled once printed.

The HE Subscription Model – 12 months on

HE Subscription – what it is?

- Introduced in August 2009, service offered a range of premium document supply services and a guarantee of frozen transactional charges for 2 years.
- 47 institutions signed up in year 1.
- Benefits really step up in year 2 (August 2010).
- Subscription fee determined by volume of business with university.

The new hybrid subscription model



The hybrid subscription – what does it include

Subscription of £500-£5k includes:

From Aug 2010

Institution X

- Continuation of their reduced rate.
- All Banker Transactions.
- 2hr service for £15 (usually £26).
- 24hr service for £10 (usually £16).
- Guarantee of no increases to transactional rate until at least Aug 2011.
- Guarantee of <inflation rise to subscription price until at least Aug 2011.
- Branded SED.

£4.95 copies, £9.00 loans

ETHOS

Review of the service 12 months on

Agenda

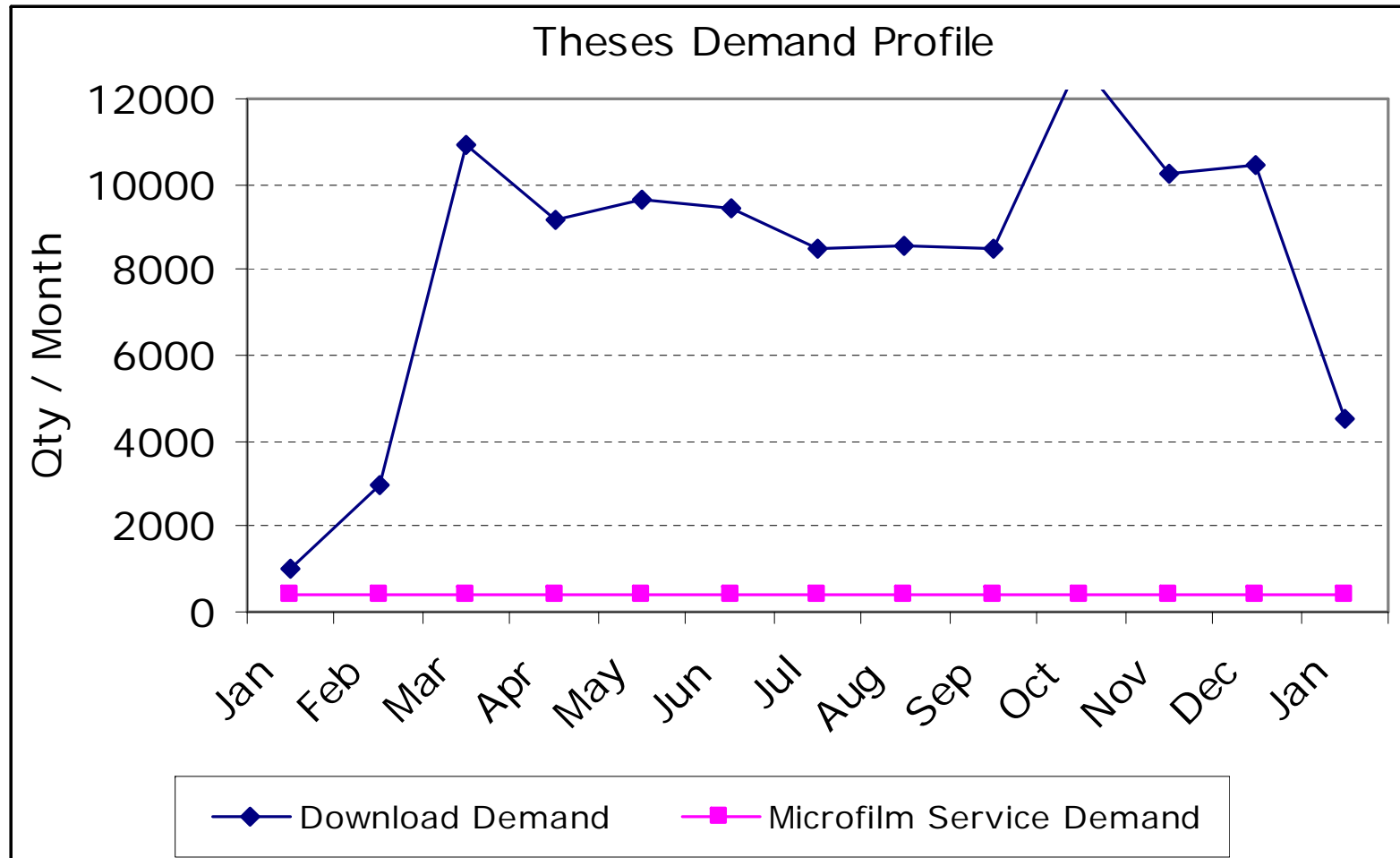
- Where we are now
 - Demand and usage of ETHOS
 - Uptake and usage by HEIs
 - BL Operations and Finances
- Where are we going (or could go).

ETHOS

Review of the service 12 months on

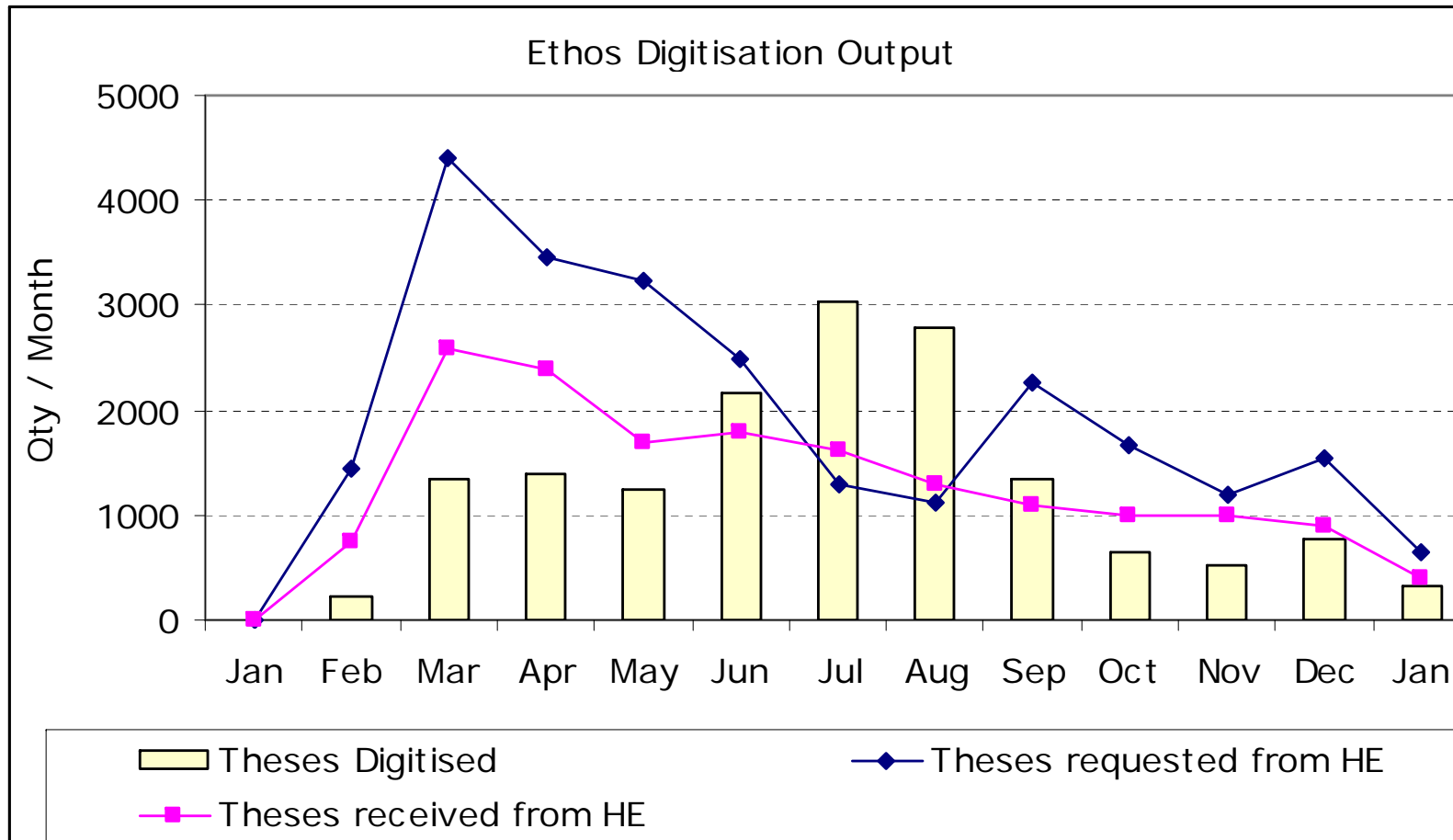
A) DEMAND AND USE OF ETHOS

Ethos Service - Demand

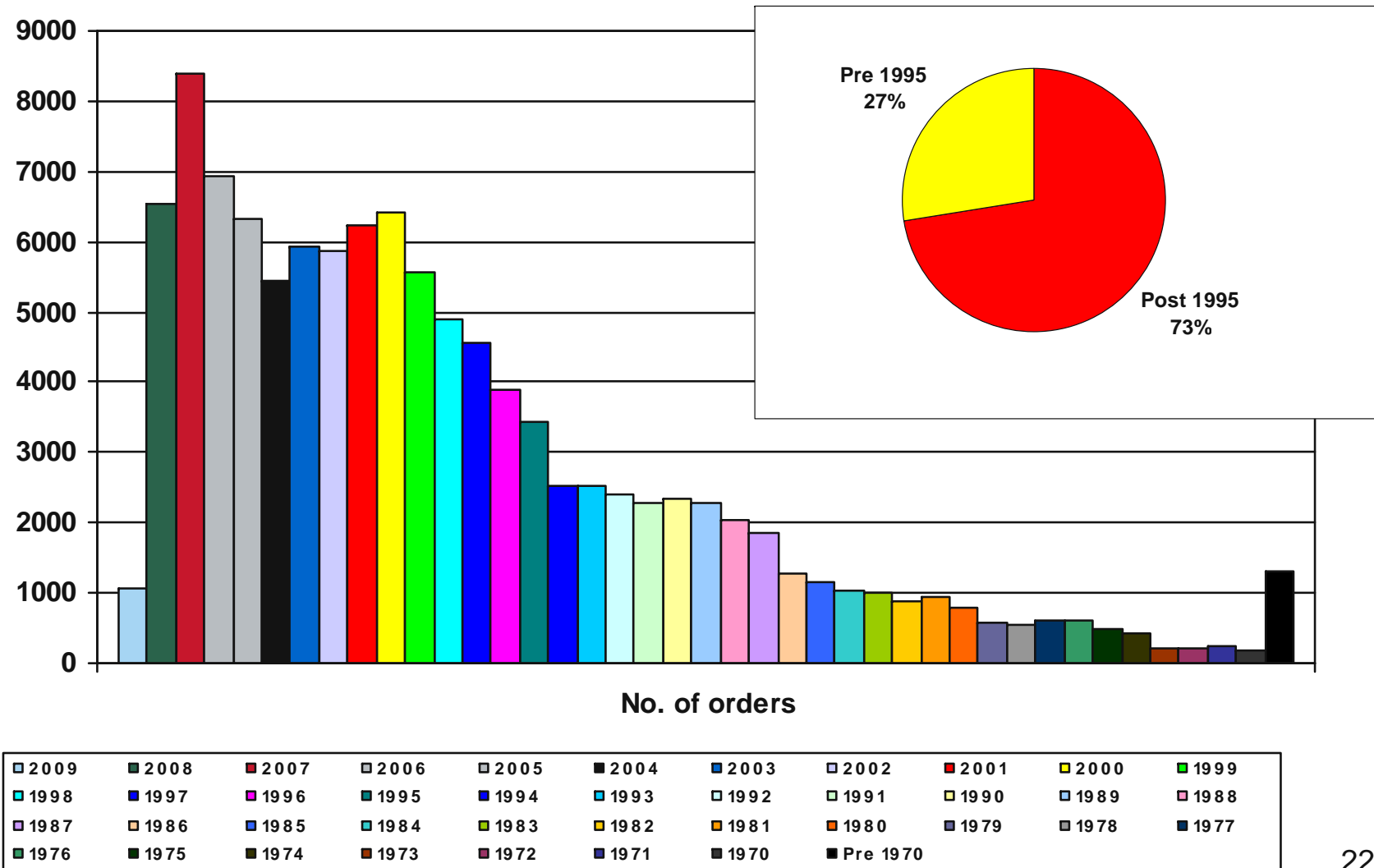


The demand exceeded expectations averaging 7600/m downloads compared to 400/m items supplied from the previous microfilm service 20

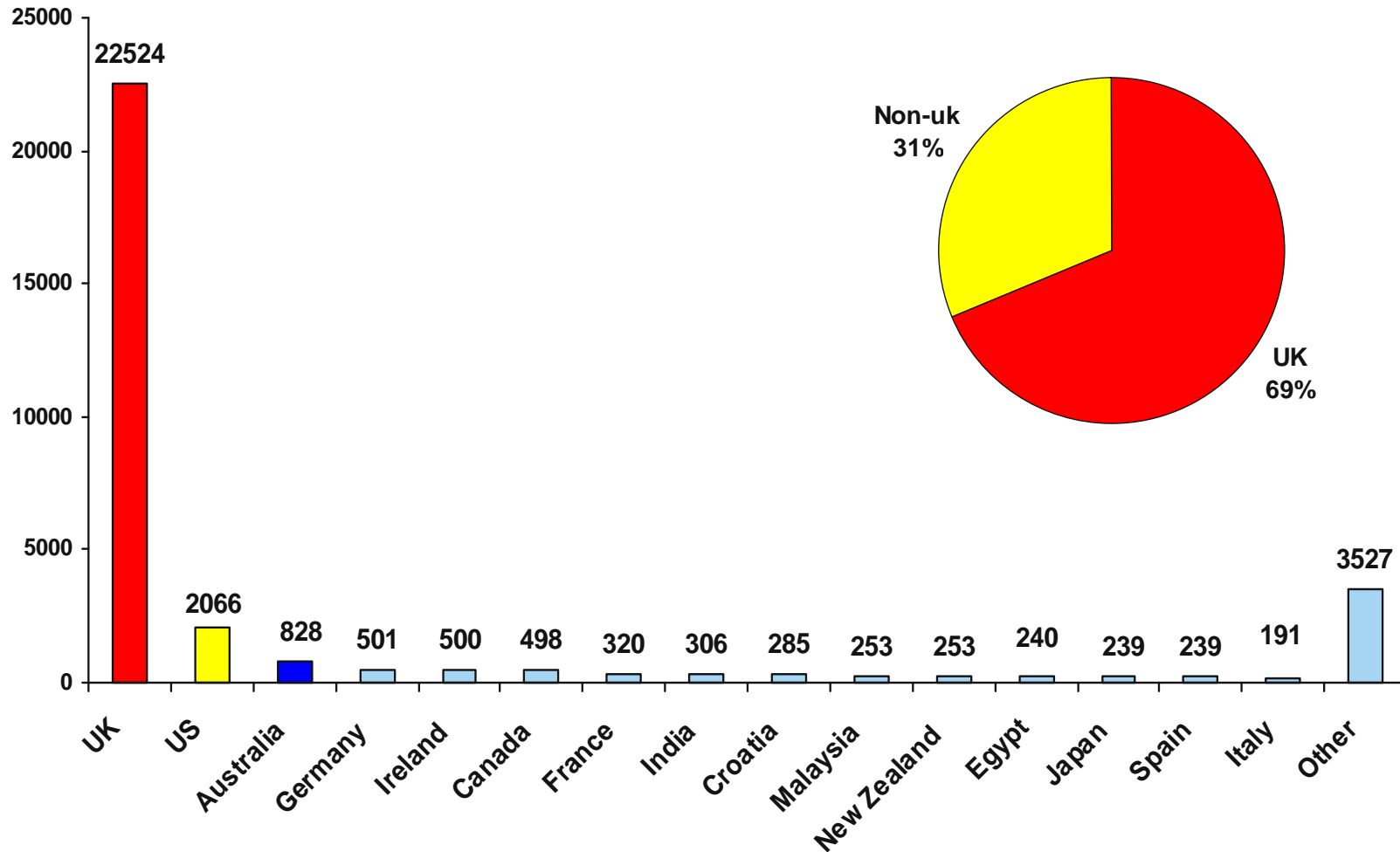
Ethos Service – Backlog



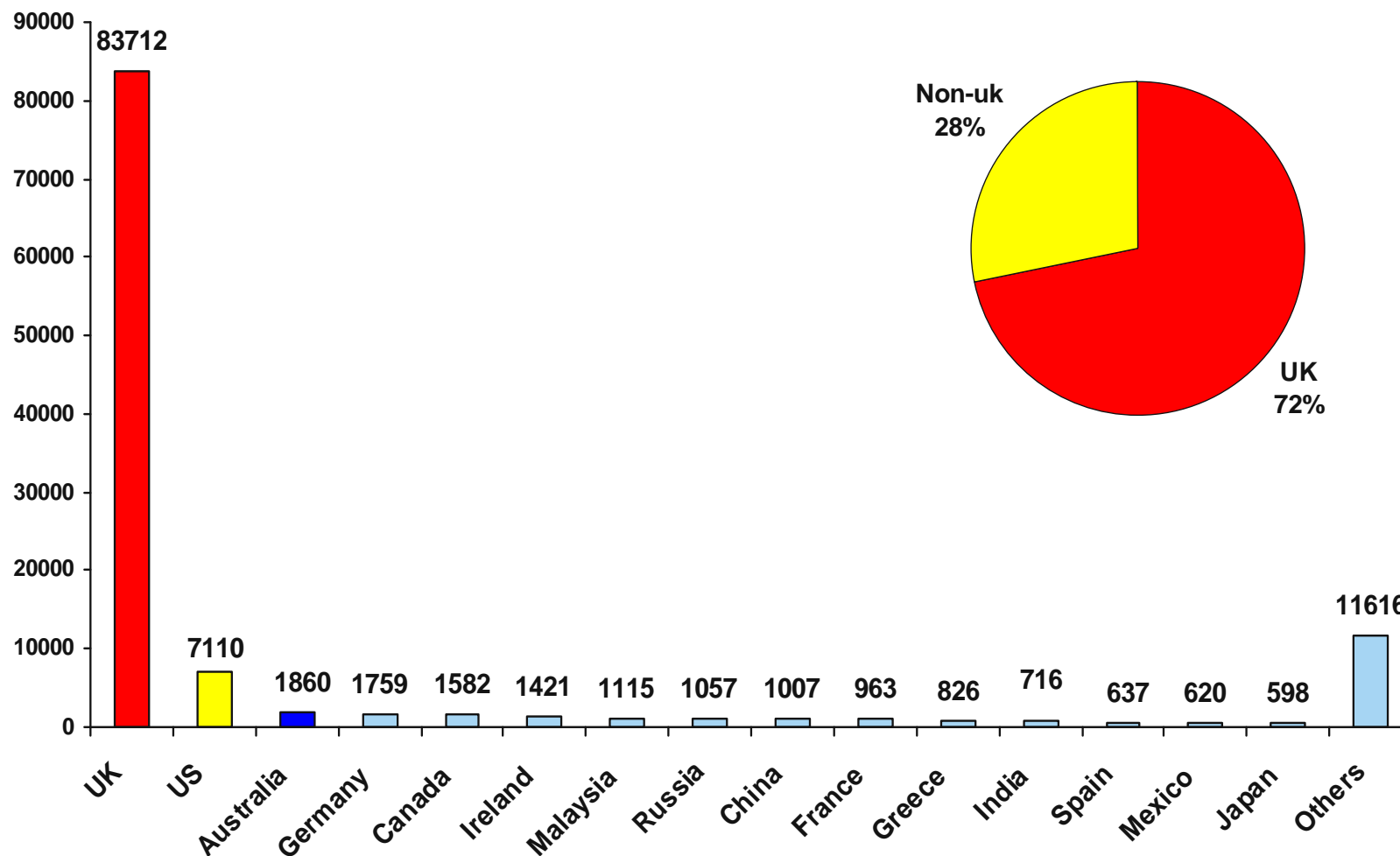
Age of theses ordered through ETHOS since launch



ETHOS – Who has registered since Jan 09?

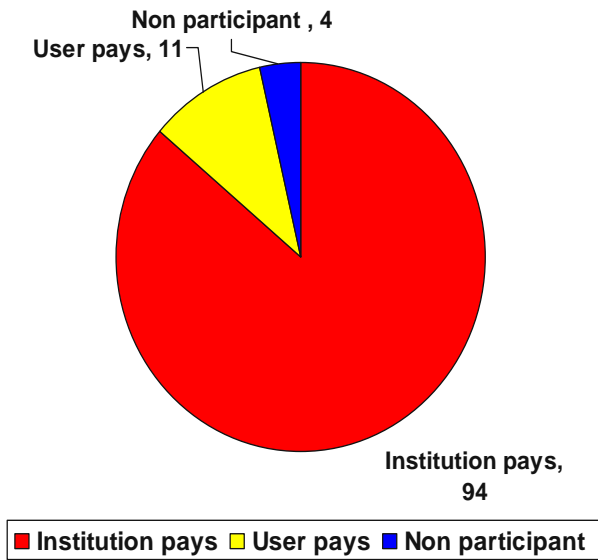


ETHOS – Where have the orders come from since Jan 09?

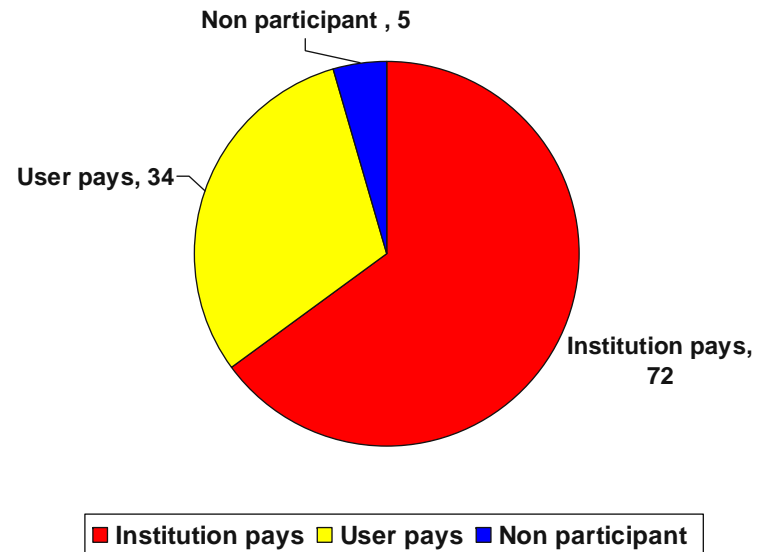


ETHOS – How it is becoming increasingly less open access

Participation options by institution – Jan 09



Participation options by institution – Jan 10



ETHOS – the situation today (the customer)

- 109 UK HEIs are now participating with 72 paying for digitisation (94 in Feb 2009).
- 27 institutions have reverted to user pays models (from 11 in Feb 09)
- University libraries are expecting budget reductions over the next four years and are actively looking at cost cutting exercises.
- Most universities participating in ETHOS have stopped lending theses.
- ETHOS is becoming a luxury for many HEIs, as they are frequently paying for the digitisation of theses that are not for the use of their core audiences.
- The beta tag will be removed in May 2010 and we expect traffic to increase substantially as a result, accelerating all of the customer issues listed above.

The UK Research Reserve (UKRR)

UKRR – What is it?

UKRR is a collaborative and coordinated approach between Higher Education Libraries and the [British Library](#) to manage the long-term sustainability of retaining low-use print journals.

UKRR – Its key aims

1. protect research information infrastructure
2. release 100km of shelf space in HE libraries by 2014, allowing them to reuse the space in response to changing institutional priorities

UKRR – Its key aims

1. Protecting research information:

- 3 copies of holdings offered by members are held within the UKRR community
- 1 copy held at the BL – access copy
- 2 copies within UKRR members' collections

UKRR – Its key aims

2. 100 km shelf space to be released:

- Collaborative collection management
- Allows members to dispose of material whilst retaining access

Where we are..

- 29 members
- 15km of material processed
- c3% of material transferred to the BL
- Members benefitting from:
 - HEFCE de-duplication funding
 - 24 hour DSC service
 - Opportunity to repurpose space

UKRR Membership grows to 29 institutions

- University of Aberdeen
- Aberystwyth University
- University of Birmingham
- Cambridge University Library
- Cardiff University
- Durham University
- University of Edinburgh
- University of Glasgow
- Imperial College London
- Kings College London
- Kingston University
- University of Leeds
- University of Liverpool
- London School of Economics
- University of Manchester
- Newcastle University
- Northumbria University
- University of Nottingham
- Open University
- Oxford University
- Queen Mary, University of London
- University of Reading
- Royal Holloway, University of London
- University of St Andrews
- University of Sheffield
- University of Southampton
- University of Sussex
- University College London
- University of London Research Library Services

New services for 2011 – BL Resource Navigator

What is BL Resource Navigator?

- A collaboration between the BL and TDnet
- Designed to provide a full suite of Information Management tools including A-Z eJournals & eBooks, Federated Search, OpenURL Resolver, eResource Management
- Established workflow to BL DSC with document supply provided under Library Privilege rules for non-commercial entities.
- Non-commercial rates for non-commercial entities.



Basic

Advanced

Terms:

within All Fields ▼

AND ▼

within All Fields ▼

AND ▼

within All Fields ▼

Search

Database:

Click the ⊕ icon to see specific databases in a given category
Collapse All

- ⊖ British Library i
 - British Library ETOC i
 - Google Scholar i
 - PubMed i
- ⊖ External i
 - ACM Digital Library i
 - IEEE Xplore Digital Library i
 - Business Source Corporate i
 - Cyberpsychology and Behavior i
 - Journal of Telemedicine and Telecare i
 - MIT Sloan Management Review i

Date:

All Years ▼

From 📅 to 📅

The following fields control the Subject Filter analysis of the results

Fields to Analyze:

All Fields ▼

Focus on Subjects:

Separate subjects with semi-colons

- ✓ **260 results found** [Hide Database Details](#)
- ✓ British Library ETOC Retrieved **80** results (of 940,910)
- ✓ Google Scholar Retrieved **80** results (of 4,400,000)
- ✓ PubMed Retrieved **100** results (total number not available)

All Fields (medicine)

[Edit Search](#)

[Print](#) [Export](#) [E-mail](#) **Select:** All Page

Decision Making in Eating Behavior: State of the Science and Recommendations for Future Research

Database:British Library ETOC

ANNALES BEHAVIORAL MEDICINE

ANNALES BEHAVIORAL MEDICINE 2009 VOL 38; SUPP page 88-92

Johnson-Askew, W. L. Fisher, R. A. Yaroch, A. L.

[Get FullText](#)

[Details](#)

Free radicals in biology and medicine

Database:Google Scholar

2007 - gbv.de

B Halliwell, JMC Gutteridge...

[Get FullText](#)

[Details](#)

[Ultrasonography-guided therapeutic procedures in the neck region]



Database:PubMed

Acta medica Croatica : časopis Hrvatske akademije medicinskih znanosti.

2009 Dec;63 Suppl 3:21-7.

Brzac HT .

[Get FullText](#)

[Details](#)



Journals
 Books

Quick Search:

Alphabetical list of journals on this site:

0-9	A	B	C	D	E	F	G	H	I
J	K	L	M	N	O	P	Q	R	S
T	U	V	W	X	Y	Z	ALL		

Please note that links and access permissions are customized for this site only. Links may not work properly if accessed from out of this IP designated range.

- ▶ Quick search a journal title
- ▶ Browse journals A-Z
- ▶ Search TDNet for articles
- ▶ Define personal profiles
- ▶ Order e-mailed alerts of new issues

TDNet helps maximize e-journal value by providing organization constantly updated and easily accessible single-source to a library

Mayday Healthcare NHS Trust

0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z All

Journal Title	Online Coverage	Publisher	Full Text Access	Print Holdings	Table of Contents	
					Current	Publisher
Aaacn Viewpoint EBSCO (CINAHL with Full Text)	01/2004 -	American Academy of Ambulatory Care Nursing (AAACN)	<input checked="" type="checkbox"/>		<input type="checkbox"/>	
Aac: Augmentative and Alternative Communication EBSCO (CINAHL with Full Text)	03/2001 - 3/2009	Taylor and Francis Ltd	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
AACN Advanced Critical Care (Formerly: AACN Clinical Issues) Ovid (Lippincott Williams and Wilkins Total Access Collection)	04/2006 -	Lippincott Williams and Wilkins	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
AACN Bold Voices EBSCO (CINAHL with Full Text)	07/2009 -		<input checked="" type="checkbox"/>			
Aacn News EBSCO (CINAHL with Full Text)	11/2004 - 06/2009	American Association of Critical Care Nurses (AACN)	<input checked="" type="checkbox"/>			<input type="checkbox"/>
Aana Journal EBSCO (CINAHL with Full Text)	02/1981 -	American Association of Nurse Anesthetists (AANA)	<input checked="" type="checkbox"/>		<input type="checkbox"/>	
ProQuest (Medical Databases - Medical Library)	09/2004 -	American Association of Nurse Anesthetists (AANA)	<input checked="" type="checkbox"/>		<input type="checkbox"/>	
AAO-HNSF Patient of the Month Program EBSCO (CINAHL with Full Text)	01/2006 -	American Academy of Otolaryngology	<input checked="" type="checkbox"/>			
AAOHN Journal EBSCO (CINAHL with Full Text)	01/2003 -	Slack , Inc .	<input checked="" type="checkbox"/>		<input type="checkbox"/>	
ProQuest (Medical Databases - Medical Library)	04/1999 -	Slack , Inc .	<input checked="" type="checkbox"/>		<input type="checkbox"/>	
AAPS Journal (Formerly: AAPS PharmSci) UK PubMed Central	2004 - 03/2009 v.6-v.11 iss.1	American Association of Pharmaceutical Scientists (AAPS)	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
AAPS PharmSci (Now: AAPS Journal) UK PubMed Central	1999 - 06/2004 v.1-v.6 iss.2	American Association of Pharmaceutical Scientists (AAPS)	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Abc News: 20/20 EBSCO (Health Business FullTEXT Elite)	12/2006 -	ABC News	<input checked="" type="checkbox"/>			
Abdominal Imaging EBSCO (MEDLINE with Full Text)	05/2003 - 3/2009	Springer - Verlag	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
ProQuest (Medical Databases - Medical Library)	01/2002 - 3/2009	Springer - Verlag	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Abnf Journal EBSCO (CINAHL with Full Text)	11/2002 -	Tucker Publications , Inc .	<input checked="" type="checkbox"/>		<input type="checkbox"/>	
ProQuest (Medical Databases - Medical Library)	01/1999 -	Tucker Publications , Inc .	<input checked="" type="checkbox"/>		<input type="checkbox"/>	
Academic Emergency Medicine EBSCO (MEDLINE with Full Text)	01/2008 - 3/2009	Wiley - Blackwell Publishing	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Free Medical Journals . com	1999 -2006	Wiley - Blackwell Publishing	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
ProQuest (Medical Databases - Medical Library)	07/2001 - 04/2006	Wiley - Blackwell Publishing	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
Academic Medicine Ovid (Lippincott Williams and Wilkins Total Access Collection)	01/2000 -	Lippincott Williams and Wilkins	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

[Identification of RANTES, MIP-1alpha, and MIP-1beta as the major HIV- ...](#)

F Cocchi, AL DeVico, A Garzino-Demo, SK Arya, RC ... - Science, 1995 - sciencemag.org
... Fiorenza Cocchi,* Anthony L. DeVico, Alfredo Garzino-Demo, ... (CD8-UI, CD8-PI, and 67-I), (ii) one Chambers were heated to 65°C for 90 min, then F. Cocchi A. Garzino-Demo SK Arya RC Gallo p. HTLV-1-negative CD8+ T cell line ...
[Cited by 1911](#) - [Related articles](#) - [All 6 versions](#)

[Fulltext via TOUResolver](#)

[\[BOOK\] The population history of England, 1541-1871: a reconstruction](#)

EA Wrigley, R Schofield, RD Lee, J Oeppen - 1989 - books.google.com
This is the first paperback edition of a classic work of recent English historiography, first published in 1981. In analysing the population of a country over several centuries, the authors qualify, confirm or overturn traditional assumptions and marshal a mass of statistical material into a series ...
[Cited by 1148](#) - [Related articles](#) - [Library Search](#) - [All 4 versions](#)

[\[PDF\] Identification of RANTES, MIP-1- and MIP-1β as the major HIV-suppressive ...](#)

F Cocchi, AL DeVico, A Garzino-Demo, SK Arya, RC ... - Science, 1995 - sis.niaid.nih.gov
(1986)] or cocultivated with the HTLV-I-producer cell line MT-2 [I. Miyoshi et al., Nature 294, 770 (1981)], previously irradiated with 10,000 rad (for cell lines CD8-PI and CD8-UI; P. Lusso et al., un-published data). For CD8-PI, the CD8 * T cells were activated in vitro with ...
[Cited by 508](#) - [Related articles](#) - [BL Direct](#)

[nih.gov \[PDF\]](#)
[Fulltext via TOUResolver](#)

[\[BOOK\] A little commonwealth: Family life in Plymouth Colony](#)

J Demos - 2000 - books.google.com
OXFORD UNIVERSITY PRESS Oxford New York Athens Auckland Bangkok Bogota Buenos Aires Calcutta Cape Town Chennai Dar es Salaam Delhi Florence Hong Kong Istanbul Karachi Kuala Lumpur Madrid Melbourne Mexico City Mumbai Nairobi Paris Sao Paulo Singapore ...
[Cited by 507](#) - [Related articles](#) - [All 3 versions](#)

[The V3 domain of the HIV-1 gp120 envelope glycoprotein is critical for chemokine ...](#)

F Cocchi, AL DeVico, A Garzino-Demo, A Cara, RC ... - Nature Medicine, 1996 - nature.com
The ability of CD8 + T cells derived from human immunodeficiency virus (HIV)-infected patients to produce soluble HIV-suppressive factor(s) (HIV-SF) 1-3 has been suggested as an important mechanism of control of HIV infection in vivo 4,5 . The C-C chemokines RANTES, MIP-1 ...
[Cited by 393](#) - [Related articles](#) - [BL Direct](#) - [All 3 versions](#)

[Fulltext via TOUResolver](#)

[\[CITATION\] Family diversity and well-being](#)

AC Acock, DH Demo - 1994 - Sage Publications (CA)
[Cited by 212](#) - [Related articles](#) - [BL Direct](#) - [All 2 versions](#)

[\[HTML\] Induction of monocyte chemoattractant protein-1 in HIV-1 Tat-stimulated ...](#)

... Conant, A Garzino-Demo, A Nath, JC ... - Proceedings of the ... 1998 - National Acad Sciences
Activated monocytes release a number of substances, including inflammatory cytokines and eicosanoids, that are highly toxic to cells of the central nervous system. Because monocytic infiltration of the central nervous system closely correlates with HIV-1-associated dementia, it has ...
[Cited by 330](#) - [Related articles](#) - [Full View](#) - [BL Direct](#) - [All 10 versions](#)

[pnas.org \[HTML\]](#)
[Fulltext via TOUResolver](#)

Item Details:

Title: Identification of RANTES, MIP-1alpha, and MIP-1beta as the major HIV-suppressive factors produced by CD8+ T cells
Author(s): Cocchi
Source: Science ISSN: 0036-8075 [JCR](#) Vol: 270 (5243) 1995 Page: 1811

Full Text options:

Available From	HighWire (10/1996 -; 07/1880 -)
Available From	Ovid (Journals @ Ovid) (01/1993 - 12/2009)

More options :

Click here to	Search Electronic Journals (TDNet)
Search Google Scholar	[article] [author(s)]
Search	Worldcat

Order via	Document Delivery
Export citation with	RefWorks / EndNote / Reference Manager
To copy a persistent URL to your clipboard, click here	

In Summary

- It's been a really tough year.
- The next few years is probably going to get tougher.
- The BL are working on propositions to streamline existing services and offer new services that provide efficiencies in our core markets.