

## **Developing new library business models for e-book:**

### **The Beyond Print Initiative undertaken by the Triangle Research Libraries Network (TRLN)**

#### **Abstract:**

The Triangle Research Libraries Network (TRLN), comprised of three major ARL libraries, the University of North Carolina at Chapel Hill, Duke University and North Carolina State University received funding from the Andrew W. Mellon Foundation for a new initiative, the Beyond Print project, to develop new business models and licensing terms for the cooperative acquisition of e-books. TRLN libraries have had a long and successful cooperative collection development policy since the 1930s where member libraries divide subject and language responsibilities to develop a shared collection and to minimize overlap and maximize breadth of coverage. The advent of e-publishing that evolves rapidly creates a fluid environment in which both publishers and libraries are struggling to find a fair practice. The Beyond Print project intends to extend TRLN member libraries' long standing cooperative collection agreement from prints to the e-universe while maintaining their strong record of minimal duplication. The Beyond Print project held an e-book summit in August 2011 in Chapel Hill, North Carolina, in which library consortia and e-book publishers and vendors\* met to close the gap between what libraries need and what publishers are presently offering. My presentation will share the TRLN Summit results with the CEAL Chinese library community and with Chinese e-publishers/vendors. With most of the CEAL Chinese library community traditionally receiving a smaller fiscal budget than their Main Library, this presentation will not only help participants understand the TRLN collaboration, but also how to engage Chinese e-publishers to work with librarians to develop a more sustainable library business model than the current one.

\*Summit participants:

#### **Library/Consortia**

Faye Abrams, Projects Officer (E-Resources, ILL)  
Ontario Council of University Libraries

Ivy Anderson, Director, Collection Development & Management  
California Digital Library

Rick Anderson, Associate Director for Scholarly Resources & Collections  
University of Utah

#### **E-book Vendors & Publishers**

Clare Appavoo/Ingram Coutts

Ken Breen/EBSCO Publishing

Jonathan Bunkell/ebrary

Steve Cohn/Duke University Press

Bruce Heterick/Portico

Brett Rubinstein/Springer

Kim Armstrong, Deputy Director  
Committee on Institutional Cooperation

Rebecca Seger/Oxford University Press

Greg Doyle, Electronic Resources Program  
Manager  
Orbis-Cascade Alliance

Dean Smith/UPEC/Project MUSE/Hopkins

David Swords/EBL

Martha Hruska, Associate University Librarian  
University of California San Diego

Michael Zeoli/YBP

George Machovec, Associate Director  
Colorado Alliance of Research Libraries

Tim Rogers, Executive Director  
NC LIVE

John M. Saylor, Associate University Librarian  
Cornell University

Jay Schafer, Director  
Five Colleges, Inc.

Melissa Trevvett, Executive Director  
Boston Library Consortium