

## Your group purchasing solution



To save you the time, money and hassle of facilitating the steps involved with consortia and multi-site purchasing arrangements, turn to EBSCO's Services for Consortia Leadership.

Regardless of how you approach the organizational duties associated with serving as a consortium leader – delegating management responsibilities to flagship member institutions, splitting up work among co-founders or taking on the work yourself – there are countless, ongoing tasks involved in connecting your membership to the most appropriate publisher offerings available.

Our comprehensive process ensures that your membership's content needs are matched with the highest quality publisher offerings available.

### Benefits:

- Save time – EBSCO is your single-source contact with publishers
- Save money – EBSCO consolidates the myriad tasks involved in evaluating, negotiating and managing consortia orders
- Discover the most beneficial arrangements for your consortium through EBSCO's e-journal expertise and long-standing publisher relationships.

## Evaluation

**During the evaluation process, EBSCO identifies:**

- consortium needs
- preferred terms
- current subscription holdings of membership
- applicable publisher offerings based on membership subscription holdings.

## Negotiation

**During the negotiation process, EBSCO assists you by:**

- comparing publisher offerings to help the consortium identify possible offerings for its membership
- supplying general consortium information, preliminary holdings details and desired terms to the publisher
- evaluating publisher license agreement components in comparison to consortium and/or member requirements, and reconciling the differences
- facilitating discussions about pricing and other contract terms between the consortium and publisher.

## Management

**During the management process, EBSCO delivers substantial time savings through comprehensive administrative and customer service support:**

- customized invoicing per consortium specifications
- consolidated, single payment to publishers
- facilitated access (IP addresses, communicating consortium membership details to the publisher)
- integrated e-journal access through EBSCOhost® and EBSCO SmartLinks™, which allows seamless navigation from an article citation to its full text
- troubleshooting/customer service
- renewal assistance.

## Connect your consortium with new publisher opportunities.

EBSCO maintains relationships with thousands of publishers globally. Our dedicated team of publisher experts is in regular, direct – often daily – contact with EBSCO's publisher partners. With our ear to the ground about developing publisher offerings and our knowledge about your membership's subscription holdings, we are ideally positioned to alert you in advance about new opportunities.

## Strengthen your consortium through membership growth.

When the right deals are negotiated with speed and efficiency, your membership is satisfied. When your membership is satisfied, participation thrives. As participation thrives, your consortium increases its negotiating power, paving the way for favorable deals in the future. Enlisting EBSCO's no-nonsense approach to consortia and multi-site purchasing arrangements can help you achieve this.

## The needs of your consortium membership are ever evolving.

After the first series of deals are finalized, EBSCO's Services for Consortia Leadership have only just begun. We monitor the subscription holdings of your membership year-round and proactively alert you to new, relevant publisher opportunities for your membership's consideration.

Let us put our expertise to work for you.

EBSCO's Services for Consortia Leadership have assisted in numerous consortia and multi-site purchasing arrangements, including:

ALTAMIRA (Perú)	CONPAB (Mexico)
ANKOS (Turkey)	CONZUL (New Zealand)
B-ON (Portugal)	COPPUL (Canada)
CABID (Chile)	CRUESP (Brazil)
CAPEX (Brazil)	CSUCA (Central America)
CAUL (Australia)	KESLI (Korea)
CCBU (Guatemala)	SASLI (South Africa)
COLCIENCIAS (Colombia)	VHLC (Australia)
CONCERT (Taiwan)	

