

LET ME INTRODUCE ROB AND TELL YOU A LITTLE BIT ABOUT HIM AND HIS BACKGROUND. ROB HAS BEEN PROJECT MANAGER FOR THE HSLANG INITIATIVE SINCE 2010. HE HOLDS A MASTER'S DEGREE IN LIBRARY SCIENCE AND HAS BEEN A DISTINGUISHED MEMBER OF THE ACADEMY OF HEALTH INFORMATION PROFESSIONALS AND HAS BEEN A MEDICAL LIBRARIAN IN BOTH NEW JERSEY AND DELAWARE FOR 19 YEARS. PRIOR TO MANAGING THE HSLANG GLI, HE WAS PROJECT MANAGER FOR THE DELAWARE RESOURCES ALLIANCE, AN INITIATIVE OF THE DELAWARE ACADEMY OF MEDICINE. ROB HAS BEEN INVOLVED IN HSLANG, MLA, HOSPITAL LIBRARY SECTION, AND THE NEW YORK, NEW JERSEY AND PHILADELPHIA MLA CHAPTER FORCE MANY YEARS. AMONG ROB'S ACHIEVEMENTS ARE THE MEDICAL LIBRARY ASSOCIATION'S REUTERS FRANK BRADBURY ROGERS INFORMATION ACHIEVEMENT AWARD, THE HEALTH SCIENCES LIBRARY ASSOCIATION OF NEW JERSEY LIBRARIAN OF THE YEAR, AND THE HOSPITAL LIBRARY SECTION LEADERSHIP AWARD. SO AT THIS POINT, I WOULD LIKE TO WELCOME ROB AND LET HIM GO AHEAD AND SPEAK.

>> THANKS VERY MUCH, MISSY. AND I'D LIKE TO THANK THE RML FOR GIVING ME THE OPPORTUNITY TO TALK TO EVERYBODY TODAY. RIGHT NOW I'M WORKING ON A SPEAKERPHONE SO IF IT BECOMES AN ISSUE FOR PEOPLE TO HEAR ME, PLEASE LET MISSY KNOW SO THAT SHE CAN LET ME KNOW. I CAN'T SEE THE ADOBE CHAT WINDOW SO I DON'T KNOW WHAT'S GOING ON. I'M GOING TO SPEAK FOR ABOUT 40 MINUTES OR SO ABOUT THE HSLANG GROUP LICENSING INITIATIVE, AND ONCE I'M DONE, THEN I'LL BE ABLE TO ANSWER YOUR QUESTIONS. OUR OBJECTIVES TODAY ARE THERE I WILL GIVE YOU A BRIEF HISTORY OF HSLANG GROUP LICENSING, HOW WE GOT STARTED AND HOW WE GOT TO WHERE WE ARE TODAY. A LITTLE BIT OF AN UNDERSTANDING OF WHAT GROUP LICENSING IS FOR THOSE WHO MAY NOT BE FAMILIAR , WHY SHOULD YOU PARTICIPATE, WHAT RESOURCES ARE OFFERED, A TIMELINE OF HOW WE ARE MOVING FORWARD, AND WHAT WE'RE WORKING ON FOR THE FUTURE . SO THE HISTORY OF HSLANG GROUP LICENSING, HSLANG IS 40 YEARS OLD, WE JUST CELEBRATED OUR 40TH ANNIVERSARY IN APRIL , WE HAVE 65 INSTITUTIONAL AFFILIATE MEMBERS IN THE STATE OF NEW JERSEY. WE'RE PRIMARILY HOSPITAL AND MEDICAL SCHOOL LIBRARIES, AND HSLANG CREATED THE NEW JERSEY HEALTH LICENSES NETWORK FOR INTERLIBRARY LOAN WHICH IS A PRECURSOR TO THE BUSINESS BISSELL PROGRAM. THE IDEA FORMED IN THE SUMMER OF 2002 IN COLLABORATION WITH HSLANG UMDNJ AND THE NEW JERSEY HOSPITAL ASSOCIATION. THE LIBRARIANS AT UMDNJ WERE PARTICIPATING IN A PROGRAM CALLED VEIL, WHICH IS A VIRTUAL ACADEMIC LIBRARY SOMETHING, I CAN'T REMEMBER WHAT THAT STANDS FOR RIGHT NOW, BUT ESSENTIALLY GROUP LICENSING FOR ACADEMIC LIBRARIES, SO WE WERE TAKING THEIR EXPERIENCE AND ADAPTING IT TO THE WAY HOSPITALS WOULD BE LICENSING RESOURCES. WE SURVEYED OUR MEMBERS TO DETERMINE WHAT THEIR NEEDS AND INTERESTS WERE FOR THE RESOURCES WE WOULD OFFER, IDENTIFIED ANY OBSTACLES SUCH AS BILLING ISSUES OR THINGS LIKE THAT, IT ISSUES, AND IDENTIFIED A FIDUCIARY AGENT. AFTER THAT SURVEY, WE CHOSE AVID AS OUR FIRST VENDOR. WE HAD JUST A FEW RESOURCES AVAILABLE AND THE FIRST OFFER WENT OUT IN 2002 OR RATHER I'M SORRY IN 2003 WITH A START IN JULY OF 2003. THERE WERE 17 LIBRARIES INVOLVED, TOTAL SALES WERE \$130,800. BY THE THIRD YEAR, WE HAD GROWN TO 40 LIBRARIES, NEARLY \$300,000 IN SALES, AND WE ADDED SEVERAL MORE VENDORS . IN ADDITION TO THE RESOURCES WE HAD FROM AVID. BY THE NINTH YEAR, WE WERE UP TO 71 LIBRARY IES. OVER \$1.2 MILLION IN SALES AND HAD ADDED NEW ENGLAND JOURNAL OF MEDICINE AND BMJ JOURNALS TO ALL THE OTHER RESOURCES THAT WE WERE OFFERING. BY THIS

POINT IN TIME, WE HAD ALSO EXPANDED OUTSIDE OF THE STATE OF NEW JERSEY TO INCLUDE SOME LIBRARIES IN DELAWARE AND SOUTHEASTERN PENNSYLVANIA. FOR THE CURRENT YEAR, WE'RE IN OUR TENTH YEAR, AND WE NOW HAVE 90 LIBRARIES THAT ARE INVOLVED, AND HAD \$1.7 MILLION IN SALES. EACH YEAR, WE ADDED A FEW MORE LIBRARIES STARTING WITH 17, AND WE ADDED A FEW MORE LIBRARIES THROUGH YEAR FIVE. THEN IN 2009, UNEXPECTEDLY, THE NEW JERSEY HOSPITAL ASSOCIATION CLOSED THEIR LIBRARY. MICHELLE, WHO WAS ONE OF THE FOUNDERS OF THE GROUP LICENSING INITIATIVE WORKED FOR NEW JERSEY HOSPITAL ASSOCIATION, AND WE WERE STRUGGLING WITH HOW WE WERE GOING TO CONTINUE OFFERING THE GROUP LICENSING. WE DECIDED AS AN ORGANIZATION WITHIN HSLANG THAT WE WOULD TAKE IT ON AND SEE WHAT WE COULD DO ABOUT KEEPING IT GOING . AND CARRY -- CO-CHAIRING THE COMMITTEE AND I CAME ON AS PROJECT MANAGER . AT THAT TIME, ALSO, THE RML OFFERED US AN AWARD TO HELP US WITH OUR ADMINISTRATIVE COSTS FOR REBUILDING THE INITIATIVE , AND THEIR CAVEAT OR HOOK FOR DOING THAT IS, IF WE GIVE YOU THIS MONEY, WE WOULD LIKE YOU TO EXPAND TO INCLUDE HOSPITAL LIBRARIES IN THE ENTIRE REGION. SO WE CERTAINLY WEREN'T GOING TO TURN DOWN MONEY, SO THAT'S WHAT WE STARTED WORKING ON. WE PUT TOGETHER A PROPOSAL AND A BUSINESS PLAN TO TRY TO FIGURE OUT HOW WE WERE GOING TO EFFECT THAT CHANGE OR THE INCREASE . 2010 AND 11, WE DID NOT LOSE ANY RESOURCES, WE DIDN'T REALLY GAIN OR LOSE ANY LIBRARIES, WE WERE STATUS QUO, AND ACTUALLY I MISSPOKE, WE DID LOSE ONE RESOURCE. WE DROPPED -- WE USED TO HAVE ACCESS TO THE JOANNA BRIGGS INSTITUTE AND WE DROPPED THAT BECAUSE THERE WERE A LOT OF LICENSING RESTRICTIONS THAT PREVENTING US FROM DOING THAT. FOR 2011-12, THE LIBRARIES REMAINED THE SAME AND WE DROPPED LEXIS BECAUSE THERE WAS VERY LITTLE INTEREST IN THE RESOURCE. SO WHAT IS GROUP LICENSING? GROUP LICENSING IS BASICALLY WHAT IT SOUNDS LIKE, A GROUP OF LIBRARIES GETTING TOGETHER AND PURCHASING RESOURCES AS A BLOCK TO NEGOTIATE AN OVERALL LOWER PRICE FOR EVERYBODY EVERYBODY. ALL OF THE LIBRARIES SHARE THE COST IN SOME WAY, SHAPE OR FORM, WHETHER IT'S DIVIDED EQUALLY AMONG ALL PARTICIPANTS AND RE BREAK THINGS OUT ACCORDING TO BED SIZE, SOME OF THAT IS OUR DOING, SOME OF IT IS THE VENDOR DOING, DEPENDING ON HOW PRICING IS OFFED FROM A VENDOR. THERE ARE DIFFERENT TYPES OF LICENSES, AND I'M SURE THAT MOST OF YOU ARE FAMILIAR WITH THESE KINDS OF LICENSES, EITHER THE CONCURRENT USER ACCESS WHERE YOU HAD SO MANY SEATS THAT PEOPLE CAN OCCUPY AT ONE TIME OR UNLIMITED ACCESS TO THE RESOURCE . THE BOTTOM LINE IS A COST SAVINGS OVERLY SENSING THE RESOURCES ON YOUR OWN. IN SOME CASES, IT MAY JUST BE A FEW HUNDRED DOLLARS PER RESOURCE. IN ONE CASE, IN THE CASE OF STAFF REF, OUR LIBRARIES ARE PAYING ALMOST 90% LESS FOR THE PACKAGE THAT THEY'RE GETTING THAN THEY WOULD PAY IF THEY WERE LICENSING IT ON THEIR OWN. LIBRARIANS REALLY DON'T HAVE A PROBLEM SELLING GROUP LICENSING TO THEIR VENDORS -- OR I MEAN TO THEIR ADMINISTRATORS, BECAUSE MOST HOSPITALS ALREADY PARTICIPATE IN SOME SORT OF GROUP PURCHASING CONSORTIA TO PURCHASE SUPPLIES OR DRUGS OR EQUIPMENT FOR THEIR HOSPITALS. SO IT'S A WIN-WIN FOR EVERYBODY. SO WHAT RESOURCES DO WE OFFER? WE CURRENTLY OFFER DIFFERENT PACKAGES FROM EBSCO. THERE ARE A FEW CAVEATS THAT I WOULD EXPLAIN INDIVIDUALLY TO LIBRARIANS AS THEY WOULD CONTACT US FOR ACCESS, THERE ARE SOME THINGS THAT WE CAN OFFER EVERYBODY, SOME THINGS THAT WE CAN ONLY OFFER CERTAIN PEOPLE DUE TO RESTRICTIONS FROM EBSCO, BUT CURRENTLY WE HAVE SEVERAL DIFFERENT PACKAGES , REHAB REFERENCE CENTER , AND THOSE PACKAGES, THEY'RE ADMINISTRATIVE RESOURCES LIKE HEALTH

BUSINESS ELITE, SOME OF THE PACKAGES OF BIOMEDICAL JRM JOURNALS, THE PSYCH RESOURCES, PSYCH INFO AND SO FORTH, THERE IS ACCESS TO CONSUMER HEALTH INFORMATION, REHAB LITERATURE AS WELL AS THE COCHRAN LIBRARY. FROM OVID, THE APA PACKAGES ARE AVAILABLE THROUGH OVID AS WELL. AS WELL AS SEVERAL DIFFERENT E JOURNAL AND E BOOK PACKAGES, WHICH ACTUALLY CHANGE ON AN ANNUAL BASIS AS THOSE PACKAGES CHANGE AS NEW EDITIONS COME OUT. WE ALSO OFFER ACCESS TO OVIDS LINK RESOLVER, THEIR FEDERATED SEARCH TOOL AND THEIR NEW OVIDMD RESOURCE . THERE'S ALSO A COMPREHENSIVE OFFERING OF SYD JOURNAL TITLES, SO YOU'RE NOT JUST STUCK BUYING PACKAGES OF TITLES, YOU CAN ALSO BUY A LOT OF INDIVIDUAL TITLES AS WELL. AND COMING FOR THE FALL, OVID IS GOING TO BE ABLE TO OFFER ACCESS TO THE JOANNA BRIGGS INSTITUTE RESOURCES, AND THAT WAS THE RESOURCE THAT I SAID WE HAD TO DROP A COUPLE OF YEARS AGO . WE HAVE AN OFFERING FROM STAT REF. IN THAT OFFERING, WE HAVE ABOUT 23 E BOOKS AS WELL AS ACCESS TO ACP PIER, ALONG WITH ALL OF THE BOOKS FROM STAT REV, YOU GET SOME OTHER RESOURCES INCLUDING MEDI-CAL, HEALTHCARE CALCULATORS, AND WE ALSO HAVE ACCESS TO STEADMAN'S DICTIONARY THAT WAY AS WELL. THIS YEAR WE ALSO HAVE ACCESS FROM MCGRAW-HILL TO ALL OF THE ACCESS PACKAGES. ACCESS MEDICINE, SURGERY, PEDS, EMERGENCY MEDICINE AND ANESTHESIOLOGY AS WELL AS JAMA EVIDENCE. AND WITH MCGRAW-HILL IN PARTICULAR, IF YOU HAVE AN EXISTING CONTRACT WITH THEM, UNFORTUNATELY YOU'RE NOT GOING TO BE ABLE TO ROLL THAT OVER INTO THE GROUP -- INTO OUR GROUP LICENSE. YOU WOULD ONLY BE ABLE TO PURCHASE NEW RESOURCES THROUGH THAT. BMJ, WE HAVE SEVERAL DIFFERENT PACKAGES AVAILABLE FROM BMJ, INCLUDING A VERY POPULAR PACKAGE OF 10 JOURNALS, WHICH INCLUDES ACCESS TO THINGS LIKE BMJ, THORAX, GUT, HEART. THERE ARE THREE DIFFERENT EVIDENCE-BASED MEDICINE TITLES, EVIDENCE-BASED MEDICINE, NURSING AND MENTAL HEALTH, I BELIEVE ARE THOSE TITLES, SO IT'S 10 HIGH IMPACT, IF YOU WILL, JOURNALS THAT ARE AVAILABLE AT AN EXCELLENT PRICE. WE HAVE SEVERAL DIFFERENT POINT OF CARE TOOLS AVAILABLE FROM BMJ SUCH AS THEIR CASE REPORTS AND JAMA CLINICAL EVIDENCE, AND THERE ARE SEVERAL, FOUR OR FIVE, ALA CARTE TITLES AVAILABLE THROUGH BMJ SUCH AS JAMIA AND THOSE TITLES ARE AVAILABLE FROM BMJ. WE HAVE ACCESS TO THE NEW ENGLAND JOURNAL OF MEDICINE . SO FAR WE HAVE NOT ADDED NEW VENDORS. WE HAVE REVAMPED SOME OF OUR OFFERINGS WITHIN THE VENDORS THAT WE'VE BEEN DEALING WITH, WE'VE ADDED SOME RESOURCES WITH SOME OF OUR CURRENT VENDORS, BUT WE HAVEN'T ADDED ANY NEW VENDORS AS YET. WHAT WE ARE PLANNING ON IN THE NEXT WEEK OR SO, EVERYONE SHOULD GET A LINK TO A SURVEY, AND THAT WILL GO OUT PRIMARILY ON THE MAR DISCUSSION LIST, AND WE WILL ALSO SEND IT OUT ON SOME OF THE OTHER LOCAL DISCUSSION LISTS, THE CHAPTER LISTS, AND SOME OF YOUR LOCAL CONSORTIA DISCUSSION LISTS, AND WHAT THIS SURVEY WILL DO IS EXPLAIN THE RESOURCES THAT WE CURRENTLY HAVE ACCESS TO AND ASK IF WITHIN THOSE VENDORS, THERE ARE ANY OTHER RESOURCES YOU WOULD LIKE US TO ADD, AND THEN PROVIDE A LIST WHICH IS BY NO MEANS COMPREHENSIVE OF OTHER RESOURCES THAT WE THINK YOU MIGHT BE INTERESTED IN, AND BASED ON THE RESPONSES TO THAT SURVEY, WE WILL GO OUT AND CONTACT THOSE VENDORS AND NEGOTIATE LICENSES -- OR NEGOTIATE PRICING OFFERINGS FOR OUR NEXT OFFER, AND THERE WILL ALSO BE FREE SPACE AVAILABLE AT THE END OF THE SURVEY TO ADD IN ANY RESOURCES WE MAY HAVE MISSED IN OUR LIST. AS I SAID BEFORE, BASED ON THE RESPONSES TO THE SURVEY, WE WILL GO OUT AND TALK TO THE VENDORS, AND AS LONG AS THE VENDOR IS AMENABLE TO WORKING WITH CON CONSORTIA, AND SO FAR EVERY VENDOR I'VE SPOKEN WITH SO

FAR OF COURSE WOULD LOVE TO WORK WITH A CONSORTIA, SO THEN WE WILL BE ABLE TO HAVE AN OFFERING AVAILABLE THE NEXT TIME AROUND. SO WHY SHOULD YOU JOIN THE GROUP LICENSING INITIATIVE? HSLANG HAS A PROVEN TRACK RECORD OF SAVING LIBRARIES MONEY. WE ARE IN OUR TENTH YEAR OF DOING THIS, AND ABOUT FIVE YEARS AGO, WHEN WE TRIED TO FIGURE OUT HOW MUCH WE SAVED MONEY -- OR HOW MUCH MONEY WE HAD SAVED HOSPITALS, AT THAT POINT IN TIME, WE HAD ALREADY DECIDED THAT WE HAD SAVED HOSPITALS NEARLY \$2 MILLION IN LICENSING COSTS. IT'S BEEN A LONG TIME SINCE WE SAT DOWN TO FIGURE THAT OUT AGAIN AND THAT'S SOMETHING THAT'S ON MY LIST, LONG LIST OF THINGS TO DO . WE HANDLE THE NEGOTIATION FOR YOU OF BOTH PRICING AND LICENSING TERMS. WHEREVER POSSIBLE WE NEGOTIATE ACCESS INTO A LICENSE. WE ALSO NEGOTIATE INTERLIBRARY LOAN PRIVILEGES INTO THAT LICENSE. SO THAT IF YOU HAVE ACCESS TO ARCHIVES OF INTERNAL MEDICINE, YOU WILL BE ABLE TO LOAN ARTICLES THROUGH INTERLIBRARY LOAN DIRECTLY FROM THE RESOURCE RATHER THAN HAVING TO PRINT IT OUT AND SCAN IT AND RESEND THE WAY SOME LICENSES REQUIRE . AS WE EXPAND OUR SERVICE AREA ACROSS THE MIDDLE ATLANTIC REGION , WE BELIEVE THAT AS WE HAVE MORE PARTICIPANTS AND ARE ABLE TO BRING MORE BUSINESS TO EACH VENDOR, WE WILL BE ABLE TO NEGOTIATE EVEN BETTER PRICING THAN WE CURRENTLY HAVE FOR SOME OF OUR RESOURCE, ESPECIALLY FOR THE NEWER RESOURCES THAT WE WOULD ADD. ALL OF THE PAPERWORK ISSUES WITH A VENDOR ARE HANDLED. I WOULD NEED TO CONTACT YOU FOR CERTAIN INFORMATION AND WE HAVE A DEMOGRAPHIC SHEET THAT WE ASK EVERY LIBRARY TO FILL OUT THAT INCLUDES CONTACT INFORMATION AND I.T. ADDRESSES AND THINGS LIKE THAT.

AND THOSE KINDS OF ISSUES ARE HANDLED. INVOICING ISSUES ARE HANDLED . YOU WON'T NEED TO WORRY ABOUT DEALING WITH AN INVOICE DIRECTLY WITH A VENDOR. HSLANJ IS THE FIDUCIARY SO WE GET THE INVOICE AND WE INVOICE YOU, AND WE'RE ABLE TO ADDRESS WHATEVER INVOICING ISSUES YOU MAY HAVE. IF YOU WOULD LIKE ONE GREAT BIG INVOICE FOR EVERYTHING YOU LICENSE, THAT'S FINE. IF YOU WANT AN INDIVIDUAL LICENSE FOR EACH OF YOUR DIFFERENT VENDORS, HOWEVER YOU NEED TO DO THINGS, WE'RE ABLE TO ACCOMMODATE YOU. AND WE HAVE VERY LOW ADMINISTRATIVE FEES FOR OUR RESOURCES. SO THE TIMELINE. TRADITIONALLY, WE HAVE DONE ONE OFFER A YEAR. WHEN WE STARTED GROUP LICENSING, OUR LIBRARIES HAD VERY LITTLE OR EVEN NO ACCESS TO ANY RESOURCES , SO WE PICKED JULY 1 AS OUR START DATE FOR ALL OF OUR LICENSES. AND THAT WORKED BECAUSE NOBODY HAD ACCESS TO ANYTHING SO WE DIDN'T NEED TO WORRY ABOUT OTHER LIBRARIES' EXISTING CONTRACTS . AS WE'RE GROWING, WE FIND THAT LIBRARIES ALREADY HAVE CONTRACTS AND IT MAKES IT MORE DIFFICULT FOR THEM TO ROLL THEIR PURCHASES INTO OUR PURCHASE, EITHER FOR BUDGETARY REASONS OR LICENSING REASONS, WHATEVER, SO WE'RE GOING TO OFFER A SECOND OFFERING THIS YEAR FOR LICENSE STARTS IF JANUARY. SO THAT OFFER WILL -- SO WHAT WE'RE DOING RIGHT NOW IS WE'RE PUTTING TOGETHER THE SURVEY OF WHAT KINDS OF RESOURCES PEOPLE WOULD LIKE TO SEE SO THAT WE CAN NEGOTIATE PRICING FOR OUR NEXT -- NEGOTIATE PRICING FOR OUR NEXT OFFER, AND NOW THROUGH OCTOBER, SO WE'LL BE WORKING WITH THOSE VENDORS AND I'LL BE WORKING WITH ANY OF YOU WHO WOULD LIKE TO JOIN US EITHER INDIVIDUALLY OR WITH YOUR LOCAL CONSORTIA, HOWEVER YOU WOULD LIKE TO DO THAT,

SO WE'LL BE WORKING WITH PEOPLE TO -- ANYONE WHO WISHES TO JOIN US. IN OCTOBER, WE WILL FINALIZE ALL OF THE PRICING FOR THE RESOURCES THAT WE'RE OFFERING FOR NEXT YEAR, AND THE OFFER PACKAGE, AS WE CALL IT, IS CREATED AND WILL BE DISTRIBUTED TO ERVEG. EVERYBODY. THIS IS AN ENORMOUS PACKAGE WHEN IT COMES OUT TO YOU. I BELIEVE THIS YEAR'S PACKAGE WAS LIKE 35 OR 38 PAGES, AND IT LOOKS VERY DAUNTING, BUT AS YOU SIT DOWN AND BREAK IT DOWN, IT'S REALLY NOT AS BAD AS IT LOOKS, AND WE'RE HERE TO HELP YOU EV STEP OF THE WAY . THROUGH NOVEMBER, WE WOULD CONTINUE WORKING WITH LIBRARIES THAT HAVE QUESTIONS ON ANY ORDERS THAT THEY WANT TO SUBMIT, FI SWITCHOVER QUESTIONS THAT NEED TO BE ADDRESSED, THINGS LIKE THAT, AND THEN ORDERS WILL BE DUE SOMETIME RIGHT AROUND -- RIGHT BEFORE THANKSGIVING, IN THE EARLY PART OF DECEMBER THEN, ORDERS ARE COMPILED AND THE FINAL PRICING IS DETERMINED AND INVOICES ARE ISSUED AND THE ORDERS ARE SUBMITTED TO THE VENDORS AND THEN IF JANUARY, YOUR LICENSES WILL START . DEPENDING ON WHEN ORIGINAL INVOICES GO OUT, INVOICES WOULD BE DUE IN JANUARY OR FEBRUARY, WE AT THAT POINT THEN DEAL WITH ANY SWITCHOVER ISSUES YOU MIGHT HAVE, AND THEN WE BEGIN WORKING ON THE NEXT OFFER, WHICH WOULD GO OUT IN MARCH FOR JULY STARTS. SO IT WILL BE A CONTINUOUS CYCLE WORKING THROUGH THE YEAR. SO WHAT'S IN THE FUTURE? AS I MENTIONED EARLIER, THE MIDDLE ATLANTIC REGION HAS ASKED US TO EXPAND, TO COVER LIBRARIES IN THE ENTIRE MAR REGION, PENNSYLVANIA, NEW YORK, NEW JERSEY AND DELAWARE, SO WE'RE TRYING TO WORK WITH EITHER INDIVIDUAL LIBRARIES OR WITH LIBRARY CONSORTIA THROUGHOUT THE REGION TO ADDRESS ANY CONCERNS YOU MIGHT HAVE AND TO ENCOURAGE PARTICIPATION. BECAUSE OBVIOUSLY LARGER PARTICIPATION MEANS GREATER DISCOUNTS FOR YOUR RESOURCES . WE WILL ALSO BE OFFERING ADDITIONAL RESOURCES BASED ON INTEREST. THAT'S BASICALLY THE END OF MY PRESENTATION. I WOULD LIKE TO OFFER A SPECIAL THANK YOU TO SUE SCHULTZ AT YORK HOSPITALS WHO HELPED ME OUT IN A PINCH AND ALLOWED ME TO USE HER OFFICE TODAY, AND HERE IS A LINK TO OUR WEBSITE THAT HAS MORE INFORMATION ABOUT THE GROUP LICENSING THAT RIGHT NOW . SECONDLY, I JUST WANT TO SAY IN JUST A COUPLE SECONDS, WHAT I'M GOING TO DO IS, I'M GOING TO MAKE SURE EVERYONE IS MUTED BECAUSE EVERYONCE IN A WHILE PEOPLE DON'T REALIZE WE HEAR BACKGROUND NOISE IN YOUR OFFICE OR YOU HAVE OTHER PEOPLE COME IN THROUGH YOUR OFFICE DOOR, SO I AM GOING TO MUTE EVERYONE THAT IS JOINING US. LET ME JUST SAY THAT AT ANY POINT, YOU CAN UNMUTE YOURSELF BY PRESSING STAR 6 AND YOU'LL ALSO SEE THAT MESSAGE IN THE LOWER LEFT HAND CORNER OF YOUR ADOBE CONNECT WINDOW. WE DO ASK THAT EVERYONE PLEASE MAKE SURE THAT YOU REMAIN MUTED WHILE ROB IS SPEAKING TODAY. WE DON'T WANT TO -- WE WANT DO ASK THAT YOU PLEASE SAVE YOUR QUESTIONS UNTIL THE VERY END, AND AS I SAID, WHEN ROB IS DONE TALKING AND IF YOU WANT TO ASK SOMETHING VERBALLY, TO UNMUTE YOUR PHONE, YOU JUST SIMPLY NEED TO TO DO STAR 6. I WANT TO POINT EVERYONE TO THE CHAT BOX RIGHT NOW. LET ME ENTER THIS MESSAGE ONE MORE TIME. I'M ASKING EVERYONE THAT AS YOU LOG IN, PLEASE TYPE IN YOUR ZIP CODE SO WE HAVE A NICE IDEA OF WHERE EVERYONE IS COMING FROM, FROM AROUND OUR REGION, TO JOIN US FOR OUR MEETING TODAY. ALL RIGHT. SO RIGHT NOW I'M GOING TO MUTE ALL US, SO BEAR WITH ME JUST ONE MOMENT HERE.

>> OPERATOR: ALL GUESTS HAVE BEEN MUTED. YOU CAN UNMUTE YOUR LINE BY PRESSING STAR 6. SO EVERYONE SHOULD NOW BE MUTED. AND LIKE I SAY AT THE VERY END OF THE MEETING, WHEN ROB IS

DONE TALKING TO UNMUTE YOURSELF, JUST PRESS STAR 6. I DO WANT TO WELCOME EVERYONE. I WANT TO BEFORE WE GET GOING ALSO MENTION THAT IN RECENT WEEKS WE HAVE HAD SOME OCCASIONAL MINOR PROBLEMS WITH ADOBE CONNECT WHICH IS WHAT WE'RE USING FOR OUR MEETING TODAY, SO WHAT I WANT TO SAY IS THAT IF ANYONE LOSES THE CONNECTION AT ANY POINT, WHAT YOU CAN DO IS JUST SIMPLY DIAL BACK IN, ONCE AGAIN ON OUR MAR WEBSITE, I GIVE THE PHONE NUMBER FOR PEOPLE TO USE IN ORDER TO BE ABLE TO DIAL BACK IN. IT'S AN WILL 6 OF NUMBER, LET ME REMIND MYSELF AS WELL. WILL WILL WILL # 88-4 # A 0-5996, PARTICIPANT CODE IS 888072. IF ANYBODY LOSES THEIR CONNECTION, YOU CAN REJOIN US BY DIALING IN. ALSO I PUT UP THERE IN THE EVENT IF ANYONE CANNOT CONNECT ONLINE OR CANNOT CONNECT BY PHONE, I'M HOPING THAT DOESN'T HAPPEN, BUT IF IT DOES, WE DID PUT UP THE POWERPOINT SLIDES FOR TODAY'S DISCUSSION. ALL RIGHT. LET ME INTRODUCE ROB AND TELL YOU A LITTLE BIT ABOUT HIM AND HIS BACKGROUND. ROB HAS BEEN PROJECT MANAGER FOR THE HSLANG INITIATIVE SINCE 2010. HE HOLDS A MASTER'S DEGREE IN LIBRARY SCIENCE AND HAS BEEN A DISTINGUISHED MEMBER OF THE ACADEMY OF HEALTH INFORMATION PROFESSIONALS AND HAS BEEN A MEDICAL LIBRARIAN IN BOTH NEW JERSEY AND DELAWARE FOR 19 YEARS. PRIOR TO MANAGING THE HSLANG GLI, HE WAS PROJECT MANAGER FOR THE DELAWARE RESOURCES ALLIANCE, AN INITIATIVE OF THE DELAWARE ACADEMY OF MEDICINE. ROB HAS BEEN INVOLVED IN HSLANG, MLA, HOSPITAL LIBRARY SECTION, AND THE NEW YORK, NEW JERSEY AND PHILADELPHIA MLA CHAPTER FORCE MANY YEARS. AMONG ROB'S ACHIEVEMENTS ARE THE MEDICAL LIBRARY ASSOCIATION'S REUTERS FRANK BRADBURY ROGERS INFORMATION ACHIEVEMENT AWARD, THE HEALTH SCIENCES LIBRARY ASSOCIATION OF NEW JERSEY LIBRARIAN OF THE YEAR, AND THE HOSPITAL LIBRARY SECTION LEADERSHIP AWARD. SO AT THIS POINT, I WOULD LIKE TO WELCOME ROB AND LET HIM GO AHEAD AND SPEAK.

>> THANKS VERY MUCH, MISSY. AND I'D LIKE TO THANK THE RML FOR GIVING ME THE OPPORTUNITY TO TALK TO EVERYBODY TODAY. RIGHT NOW I'M WORKING ON A SPEAKERPHONE SO IF IT BECOMES AN ISSUE FOR PEOPLE TO HEAR ME, PLEASE LET MISSY KNOW SO THAT SHE CAN LET ME KNOW. I CAN'T SEE THE ADOBE CHAT WINDOW SO I DON'T KNOW WHAT'S GOING ON. I'M GOING TO SPEAK FOR ABOUT 40 MINUTES OR SO ABOUT THE HSLANG GROUP LICENSING INITIATIVE, AND ONCE I'M DONE, THEN I'LL BE ABLE TO ANSWER YOUR QUESTIONS. OUR OBJECTIVES TODAY ARE THERE I WILL GIVE YOU A BRIEF HISTORY OF HSLANG GROUP LICENSING, HOW WE GOT STARTED AND HOW WE GOT TO WHERE WE ARE TODAY. A LITTLE BIT OF AN UNDERSTANDING OF WHAT GROUP LICENSING IS FOR THOSE WHO MAY NOT BE FAMILIAR , WHY SHOULD YOU PARTICIPATE, WHAT RESOURCES ARE OFFERED, A TIMELINE OF HOW WE ARE MOVING FORWARD, AND WHAT WE'RE WORKING ON FOR THE FUTURE . SO THE HISTORY OF HSLANG GROUP LICENSING, HSLANG IS 40 YEARS OLD, WE JUST CELEBRATED OUR 40TH ANNIVERSARY IN APRIL , WE HAVE 65 INSTITUTIONAL AFFILIATE MEMBERS IN THE STATE OF NEW JERSEY. WE'RE PRIMARILY HOSPITAL AND MEDICAL SCHOOL LIBRARIES, AND HSLANG CREATED THE NEW JERSEY HEALTH LICENSES NETWORK FOR INTERLIBRARY LOAN WHICH IS A PRECURSOR TO THE BUSINESS BISSELL PROGRAM. THE IDEA FORMED IN THE SUMMER OF 2002 IN COLLABORATION WITH HSLANG UMDNJ AND THE NEW JERSEY HOSPITAL ASSOCIATION. THE LIBRARIANS AT UMDNJ WERE PARTICIPATING IN A PROGRAM CALLED VEIL, WHICH IS A VIRTUAL ACADEMIC LIBRARY SOMETHING, I CAN'T REMEMBER WHAT THAT STANDS FOR RIGHT NOW, BUT ESSENTIALLY GROUP LICENSING FOR ACADEMIC LIBRARIES, SO WE WERE TAKING THEIR EXPERIENCE AND ADAPTING IT TO THE WAY

HOSPITALS WOULD BE LICENSING RESOURCES. WE SURVEYED OUR MEMBERS TO DETERMINE WHAT THEIR NEEDS AND INTERESTS WERE FOR THE RESOURCES WE WOULD OFFER, IDENTIFIED ANY OBSTACLES SUCH AS BILLING ISSUES OR THINGS LIKE THAT, IT ISSUES, AND IDENTIFIED A FIDUCIARY AGENT. AFTER THAT SURVEY, WE CHOSE AVID AS OUR FIRST VENDOR. WE HAD JUST A FEW RESOURCES AVAILABLE AND THE FIRST OFFER WENT OUT IN 2002 OR RATHER I'M SORRY IN 2003 WITH A START IN JULY OF 2003. THERE WERE 17 LIBRARIES INVOLVED, TOTAL SALES WERE \$130,800. BY THE THIRD YEAR, WE HAD GROWN TO 40 LIBRARIES, NEARLY \$300,000 IN SALES, AND WE ADDED SEVERAL MORE VENDORS . IN ADDITION TO THE RESOURCES WE HAD FROM AVID. BY THE NINTH YEAR, WE WERE UP TO 71 LIBRARY IES. OVER \$1.2 MILLION IN SALES AND HAD ADDED NEW ENGLAND JOURNAL OF MEDICINE AND BMJ JOURNALS TO ALL THE OTHER RESOURCES THAT WE WERE OFFERING. BY THIS POINT IN TIME, WE HAD ALSO EXPANDED OUTSIDE OF THE STATE OF NEW JERSEY TO INCLUDE SOME LIBRARIES IN DELAWARE AND SOUTHEASTERN PENNSYLVANIA. FOR THE CURRENT YEAR, WE'RE IN OUR TENTH YEAR, AND WE NOW HAVE 90 LIBRARIES THAT ARE INVOLVED, AND HAD \$1.7 MILLION IN SALES. EACH YEAR, WE ADDED A FEW MORE LIBRARIES STARTING WITH 17, AND WE ADDED A FEW MORE LIBRARIES THROUGH YEAR FIVE. THEN IN 2009, UNEXPECTEDLY, THE NEW JERSEY HOSPITAL ASSOCIATION CLOSED THEIR LIBRARY. MICHELLE, WHO WAS ONE OF THE FOUNDERS OF THE GROUP LICENSING INITIATIVE WORKED FOR NEW JERSEY HOSPITAL ASSOCIATION, AND WE WERE STRUGGLING WITH HOW WE WERE GOING TO CONTINUE OFFERING THE GROUP LICENSING. WE DECIDED AS AN ORGANIZATION WITHIN HSLANG THAT WE WOULD TAKE IT ON AND SEE WHAT WE COULD DO ABOUT KEEPING IT GOING . AND CARRY -- CO-CHAIR THE COMMITTEE AND I CAME ON AS PROJECT MANAGER . AT THAT TIME, ALSO, THE RML OFFERED US AN AWARD TO HELP US WITH OUR ADMINISTRATIVE COSTS FOR REBUILDING THE INITIATIVE , AND THEIR CAVEAT OR HOOK FOR DOING THAT IS, IF WE GIVE YOU THIS MONEY, WE WOULD LIKE YOU TO EXPAND TO INCLUDE HOSPITAL LIBRARIES IN THE ENTIRE REGION. SO WE CERTAINLY WEREN'T GOING TO TURN DOWN MONEY, SO THAT'S WHAT WE STARTED WORKING ON. WE PUT TOGETHER A PROPOSAL AND A BUSINESS PLAN TO TRY TO FIGURE OUT HOW WE WERE GOING TO EFFECT THAT CHANGE OR THE INCREASE . 2010 AND 11, WE DID NOT LOSE ANY RESOURCES, WE DIDN'T REALLY GAIN OR LOSE ANY LIBRARIES, WE WERE STATUS QUO, AND ACTUALLY I MISSPOKE, WE DID LOSE ONE RESOURCE. WE DROPPED -- WE USED TO HAVE ACCESS TO THE JOANNA BRIGGS INSTITUTE AND WE DROPPED THAT BECAUSE THERE WERE A LOT OF LICENSING RESTRICTIONS THAT PREVENTING US FROM DOING THAT. FOR 2011-12, THE LIBRARIES REMAINED THE SAME AND WE DROPPED LEXIS BECAUSE THERE WAS VERY LITTLE INTEREST IN THE RESOURCE. SO WHAT IS GROUP LICENSING? GROUP LICENSING IS BASICALLY WHAT IT SOUNDS LIKE, A GROUP OF LIBRARIES GETTING TOGETHER AND PURCHASING RESOURCES AS A BLOCK TO NEGOTIATE AN OVERALL LOWER PRICE FOR EVERYBODY EVERYBODY. ALL OF THE LIBRARIES SHARE THE COST IN SOME WAY, SHAPE OR FORM, WHETHER IT'S DIVIDED EQUALLY AMONG ALL PARTICIPANTS OND RE BREAK THINGS OUT ACCORDING TO BED SIZE, SOME OF THAT IS OUR DOING, SOME OF IT IS THE VENDOR DOING, DEPENDING ON HOW PRICING IS OFFED FROM A VENDOR. THERE ARE DIFFERENT TYPES OF LICENSES, AND I'M SURE THAT MOST OF YOU ARE FAMILIAR WITH THESE KINDS OF LICENSES, EITHER THE CONCURRENT USER ACCESS WHERE YOU HAD SO MANY SEATS THAT PEOPLE CAN OCCUPY AT ONE TIME OR UNLIMITED ACCESS TO THE RESOURCE . THE BOTTOM LINE IS A COST SAVINGS OVERLY SENSING THE RESOURCES ON YOUR OWN. IN SOME CASES, IT MAY JUST BE A FEW HUNDRED DOLLARS PER RESOURCE. IN ONE CASE, IN THE CASE OF STAFF REF, OUR LIBRARIES ARE PAYING ALMOST

90% LESS FOR THE PACKAGE THAT THEY'RE GETTING THAN THEY WOULD PAY IF THEY WERE LICENSING IT ON THEIR OWN. LIBRARIANS REALLY DON'T HAVE A PROBLEM SELLING GROUP LICENSING TO THEIR VENDORS -- OR I MEAN TO THEIR ADMINISTRATORS, BECAUSE MOST HOSPITALS ALREADY PARTICIPATE IN SOME SORT OF GROUP PURCHASING CONSORTIA TO PURCHASE SUPPLIES OR DRUGS OR EQUIPMENT FOR THEIR HOSPITALS. SO IT'S A WIN-WIN FOR EVERYBODY. SO WHAT RESOURCES DO WE OFFER? WE CURRENTLY OFFER DIFFERENT PACKAGES FROM EBSCO. THERE ARE A FEW CAVEATS THAT I WOULD EXPLAIN INDIVIDUALLY TO LIBRARIANS AS THEY WOULD CONTACT US FOR ACCESS, THERE ARE SOME THINGS THAT WE CAN OFFER EVERYBODY, SOME THINGS THAT WE CAN ONLY OFFER CERTAIN PEOPLE DUE TO RESTRICTIONS FROM EBSCO, BUT CURRENTLY WE HAVE SEVERAL DIFFERENT PACKAGES , REHAB REFERENCE CENTER , AND THOSE PACKAGES, THEY'RE ADMINISTRATIVE RESOURCES LIKE HEALTH BUSINESS ELITE, SOME OF THE PACKAGES OF BIOMEDICAL JURN JOURNALS, THE PSYCH RESOURCES, PSYCH INFO AND SO FORTH, THERE IS ACCESS TO CONSUMER HEALTH INFORMATION, REHAB LITERATURE AS WELL AS THE COCHRAN LIBRARY. FROM OVID, THE APA PACKAGES ARE AVAILABLE THROUGH OVID AS WELL. AS WELL AS SEVERAL DIFFERENT E JOURNAL AND E BOOK PACKAGES, WHICH ACTUALLY CHANGE ON AN ANNUAL BASIS AS THOSE PACKAGE S CHANGE AS NEW EDITIONS COME OUT. WE ALSO OFFER ACCESS TO OV IDS LINK RESOLVER, THEIR FEDERATED SEARCH TOOL AND THEIR NEW OVIDMD RESOURCE . THERE'S ALSO A COMPREHENSIVE OFFERING OF SYD JOURNAL TITLES, SO YOU'RE NOT JUST STUCK BUYING PACKAGES OF TITLES, YOU CAN ALSO BUY A LOT OF INDIVIDUAL TITLES AS WELL. AND COMING FOR THE FALL, OVID IS GOING TO BE ABLE TO OFFER ACCESS TO THE JOANNA BRIGGS INSTITUTE RESOURCES, AND THAT WAS THE RESOURCE THAT I SAID WE HAD TO DROP A COUPLE OF YEARS AGO . WE HAVE AN OFFERING FROM STAT REF. IN THAT OFFERING, WE HAVE ABOUT 23 E BOOKS AS WELL AS ACCESS TO ACP PIER, ALONG WITH ALL OF THE BOOKS FROM STAT REV, YOU GET SOME OTHER RESOURCES INCLUDING MEDI-CAL, HEALTHCARE CALCULATORS, AND WE ALSO HAVE ACCESS TO STEADMAN'S DICTIONARY THAT WAY AS WELL. THIS YEAR WE ALSO HAVE ACCESS FROM MCGRAW-HILL TO ALL OF THE ACCESS PACKAGES. ACCESS MEDICINE, SURGERY, PEDS, EMERGENCY MEDICINE AND ANESTHESIOLOGY AS WELL AS JAMA EVIDENCE. AND WITH MCGRAW-HILL IN PARTICULAR, IF YOU HAVE AN EXISTING CONTRACT WITH THEM, UNFORTUNATELY YOU'RE NOT GOING TO BE ABLE TO ROLL THAT OVER INTO THE GROUP -- INTO OUR GROUP LICENSE. YOU WOULD ONLY BE ABLE TO PURCHASE NEW RESOURCES THROUGH THAT. BMJ, WE HAVE SEVERAL DIFFERENT PACKAGES AVAILABLE FROM BMJ, INCLUDING A VERY POPULAR PACKAGE OF 10 JOURNALS, WHICH INCLUDES ACCESS TO THINGS LIKE BMJ, THORAX, GUT, HEART. THERE ARE THREE DIFFERENT EVIDENCE-BASED MEDICINE TITLES, EVIDENCE-BASED MEDICINE, NURSING AND MENTAL HEALTH, I BELIEVE ARE THOSE TITLES, SO IT'S 10 HIGH IMPACT, IF YOU WILL, JOURNALS THAT ARE AVAILABLE AT AN EXCELLENT PRICE. WE HAVE SEVERAL DIFFERENT POINT OF CARE TOOLS AVAILABLE FROM BMJ SUCH AS THEIR CASE REPORTS AND JAMA CLINICAL EVIDENCE, AND THERE ARE SEVERAL, FOUR OR FIVE, ALA CARTE TITLES AVAILABLE THROUGH BMJ SUCH AS JAMIA AND THOSE TITLES ARE AVAILABLE FROM BMJ. WE HAVE ACCESS TO THE NEW ENGLAND JOURNAL OF MEDICINE . SO FAR WE HAVE NOT ADDED NEW VENDORS. WE HAVE REVAMPED SOME OF OUR OFFERINGS WITHIN THE VENDORS THAT WE'VE BEEN DEALING WITH, WE'VE ADD ED SOME RESOURCES WITH SOME OF OUR CURRENT VENDORS, BUT WE HAVEN'T ADDED ANY NEW VENDOR S AS YET. WHAT WE ARE PLANNING ON IN THE NEXT WEEK OR SO, EVERYONE SHOULD GET A LINK TO A SURVEY, AND THAT WILL GO OUT PRIMARILY ON THE MAR DISCUSSION LIST, AND WE WILL ALSO SEND IT OUT ON SOME OF THE OTHER LOCAL DISCUSSION LISTS,

THE CHAPTER LISTS, AND SOME OF YOUR LOCAL CONSORTIA DISCUSSION LISTS, AND WHAT THIS SURVEY WILL DO IS EXPLAIN THE RESOURCES THAT WE CURRENTLY HAVE ACCESS TO AND ASK IF WITHIN THOSE VENDORS, THERE ARE ANY OTHER RESOURCES YOU WOULD LIKE US TO ADD, AND THEN PROVIDE A LIST WHICH IS BY NO MEANS COMPREHENSIVE OF OTHER RESOURCES THAT WE THINK YOU MIGHT BE INTERESTED IN, AND BASED ON THE RESPONSES TO THAT SURVEY, WE WILL GO OUT AND CONTACT THOSE VENDORS AND NEGOTIATE LICENSES -- OR NEGOTIATE PRICING OFFERINGS FOR OUR NEXT OFFER, AND THERE WILL ALSO BE FREE SPACE AVAILABLE AT THE END OF THE SURVEY TO ADD IN ANY RESOURCES WE MAY HAVE MISSED IN OUR LIST. AS I SAID BEFORE, BASED ON THE RESPONSES TO THE SURVEY, WE WILL GO OUT AND TALK TO THE VENDORS, AND AS LONG AS THE VENDOR IS AMENABLE TO WORKING WITH CON CONSORTIA, AND SO FAR EVERY VENDOR I'VE SPOKEN WITH SO FAR OF COURSE WOULD LOVE TO WORK WITH A CONSORTIA, SO THEN WE WILL BE ABLE TO HAVE AN OFFERING AVAILABLE THE NEXT TIME AROUND. SO WHY SHOULD YOU JOIN THE GROUP LICENSING INITIATIVE? HSLANG HAS A PROVEN TRACK RECORD OF SAVING LIBRARIES MONEY. WE ARE IN OUR TENTH YEAR OF DOING THIS, AND ABOUT FIVE YEARS AGO, WHEN WE TRIED TO FIGURE OUT HOW MUCH WE SAVED MONEY -- OR HOW MUCH MONEY WE HAD SAVED HOSPITALS, AT THAT POINT IN TIME, WE HAD ALREADY DECIDED THAT WE HAD SAVED HOSPITALS NEARLY \$2 MILLION IN LICENSING COSTS. IT'S BEEN A LONG TIME SINCE WE SAT DOWN TO FIGURE THAT OUT AGAIN AND THAT'S SOMETHING THAT'S ON MY LIST, LONG LIST OF THINGS TO DO . WE HANDLE THE NEGOTIATION FOR YOU OF BOTH PRICING AND LICENSING TERMS. WHEREVER POSSIBLE WE NEGOTIATE ACCESS INTO A LICENSE. WE ALSO NEGOTIATE INTERLIBRARY LOAN PRIVILEGES INTO THAT LICENSE. SO THAT IF YOU HAVE ACCESS TO ARCHIVES OF INTERNAL MEDICINE, YOU WILL BE ABLE TO LOAN ARTICLES THROUGH INTERLIBRARY LOAN DIRECTLY FROM THE RESOURCE RATHER THAN HAVING TO PRINT IT OUT AND SCAN IT AND RESEND THE WAY SOME LICENSES REQUIRE . AS WE EXPAND OUR SERVICE AREA ACROSS THE MIDDLE ATLANTIC REGION , WE BELIEVE THAT AS WE HAVE MORE PARTICIPANTS AND ARE ABLE TO BRING MORE BUSINESS TO EACH VENDOR, WE WILL BE ABLE TO NEGOTIATE EVEN BETTER PRICING THAN WE CURRENTLY HAVE FOR SOME OF OUR RESOURCE, ESPECIALLY FOR THE NEWER RESOURCES THAT WE WOULD ADD. ALL OF THE PAPERWORK ISSUES WITH A VENDOR ARE HANDLED. I WOULD NEED TO CONTACT YOU FOR CERTAIN INFORMATION AND WE HAVE A DEMOGRAPHIC SHEET THAT WE ASK EVERY LIBRARY TO FILL OUT THAT INCLUDES CONTACT INFORMATION AND I.T. ADDRESSES AND THINGS LIKE THAT.

AND THOSE KINDS OF ISSUES ARE HANDLED. INVOICING ISSUES ARE HANDLED . YOU WON'T NEED TO WORRY ABOUT DEALING WITH AN INVOICE DIRECTLY WITH A VENDOR. HSLANJ IS THE FIDUCIARY SO WE GET THE INVOICE AND WE INVOICE YOU, AND WE'RE ABLE TO ADDRESS WHATEVER INVOICING ISSUES YOU MAY HAVE. IF YOU WOULD LIKE ONE GREAT BIG INVOICE FOR EVERYTHING YOU LICENSE, THAT'S FINE. IF YOU WANT AN INDIVIDUAL LICENSE FOR EACH OF YOUR DIFFERENT VENDORS, HOWEVER YOU NEED TO DO THINGS, WE'RE ABLE TO ACCOMMODATE YOU. AND WE HAVE VERY LOW ADMINISTRATIVE FEES FOR OUR RESOURCES. SO THE TIMELINE. TRADITIONALLY, WE HAVE DONE ONE OFFER A YEAR. WHEN WE STARTED GROUP LICENSING, OUR LIBRARIES HAD VERY LITTLE OR EVEN NO ACCESS TO ANY RESOURCES , SO WE PICKED JULY 1 AS OUR START DATE FOR ALL OF OUR LICENSES.

AND THAT WORKED BECAUSE NOBODY HAD ACCESS TO ANYTHING SO WE DIDN'T NEED TO WORRY ABOUT OTHER LIBRARIES' EXISTING CONTRACTS . AS WE'RE GROWING, WE FIND THAT LIBRARIES ALREADY HAVE CONTRACTS AND IT MAKES IT MORE DIFFICULT FOR THEM TO ROLL THEIR PURCHASES INTO OUR PURCHASE, EITHER FOR BUDGETARY REASONS OR LICENSING REASONS, WHATEVER, SO WE'RE GOING TO OFFER A SECOND OFFERING THIS YEAR FOR LICENSE STARTS IF JANUARY. SO THAT OFFER WILL -- SO WHAT WE'RE DOING RIGHT NOW IS WE'RE PUTTING TOGETHER THE SURVEY OF WHAT KINDS OF RESOURCES PEOPLE WOULD LIKE TO SEE SO THAT WE CAN NEGOTIATE PRICING FOR OUR NEXT -- NEGOTIATE PRICING FOR OUR NEXT OFFER, AND NOW THROUGH OCTOBER, SO WE'LL BE WORKING WITH THOSE VENDORS AND I'LL BE WORKING WITH ANY OF YOU WHO WOULD LIKE TO JOIN US EITHER INDIVIDUALLY OR WITH YOUR LOCAL CONSORTIA, HOWEVER YOU WOULD LIKE TO DO THAT, SO WE'LL BE WORKING WITH PEOPLE TO -- ANYONE WHO WISHES TO JOIN US. IN OCTOBER, WE WILL FINALIZE ALL OF THE PRICING FOR THE RESOURCES THAT WE'RE OFFERING FOR NEXT YEAR, AND THE OFFER PACKAGE, AS WE CALL IT, IS CREATED AND WILL BE DISTRIBUTED TO EVERYBODY. THIS IS AN ENORMOUS PACKAGE WHEN IT COMES OUT TO YOU. I BELIEVE THIS YEAR'S PACKAGE WAS LIKE 35 OR 38 PAGES, AND IT LOOKS VERY DAUNTING, BUT AS YOU SIT DOWN AND BREAK IT DOWN, IT'S REALLY NOT AS BAD AS IT LOOKS, AND WE'RE HERE TO HELP YOU EVERY STEP OF THE WAY . THROUGH NOVEMBER, WE WOULD CONTINUE WORKING WITH LIBRARIES THAT HAVE QUESTIONS ON ANY ORDERS THAT THEY WANT TO SUBMIT, FILE SWITCHOVER QUESTIONS THAT NEED TO BE ADDRESSED, THINGS LIKE THAT, AND THEN ORDERS WILL BE DUE SOMETIME RIGHT AROUND -- RIGHT BEFORE THANKSGIVING, IN THE EARLY PART OF DECEMBER THEN, ORDERS ARE COMPILED AND THE FINAL PRICING IS DETERMINED AND INVOICES ARE ISSUED AND THE ORDERS ARE SUBMITTED TO THE VENDORS AND THEN IN JANUARY, YOUR LICENSES WILL START . DEPENDING ON WHEN ORIGINAL INVOICES GO OUT, INVOICES WOULD BE DUE IN JANUARY OR FEBRUARY, WE AT THAT POINT THEN DEAL WITH ANY SWITCHOVER ISSUES YOU MIGHT HAVE, AND THEN WE BEGIN WORKING ON THE NEXT OFFER, WHICH WOULD GO OUT IN MARCH FOR JULY STARTS. SO IT WILL BE A CONTINUOUS CYCLE WORKING THROUGH THE YEAR. SO WHAT'S IN THE FUTURE? AS I MENTIONED EARLIER, THE MIDDLE ATLANTIC REGION HAS ASKED US TO EXPAND, TO COVER LIBRARIES IN THE ENTIRE MAR REGION, PENNSYLVANIA, NEW YORK, NEW JERSEY AND DELAWARE, SO WE'RE TRYING TO WORK WITH EITHER INDIVIDUAL LIBRARIES OR WITH LIBRARY CONSORTIA THROUGHOUT THE REGION TO ADDRESS ANY CONCERNS YOU MIGHT HAVE AND TO ENCOURAGE PARTICIPATION. BECAUSE OBVIOUSLY LARGER PARTICIPATION MEANS GREATER DISCOUNTS FOR YOUR RESOURCES . WE WILL ALSO BE OFFERING ADDITIONAL RESOURCES BASED ON INTEREST. THAT'S BASICALLY THE END OF MY PRESENTATION. I WOULD LIKE TO OFFER A SPECIAL THANK YOU TO SUE SCHULTZ AT YORK HOSPITALS WHO HELPED ME OUT IN A PINCH AND ALLOWED ME TO USE HER OFFICE TODAY, AND HERE IS A LINK TO OUR WEBSITE THAT HAS MORE INFORMATION ABOUT THE GROUP LICENSING Error: Could not locate captions for event. You have been added to the waiting list.

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TEST TEST IF IT'S ONE, IF IT'S THREE, AND AGAIN, LET ME REPHRASE THAT. SINGLE STANDALONE HOSPITALS CAN PURCHASE JUST ONE SEAT. SYSTEMS HAVE TO PURCHASE A MINIMUM NUMBER OF SEATS .

>> DOES ANYBODY HAVE ANY OTHER QUESTIONS?

>> I HAD A QUESTION ABOUT EXISTING CONTRACTS.

>> OKAY.

>> OKAY. SO WHEN YOU START FOR THE JANUARY ROLLOUT, IF YOU HAVE, LIKE OUR NURSING REFERENCE CENTER COMES UP IN NOVEMBER, SO WHAT WOULD YOU DO IN A SITUATION LIKE THAT IF WE WANTED TO JOIN IN AND NOT LOSE ACCESS FROM NOVEMBER TO JANUARY?

>> MOST VENDORS ARE WILLING TO WORK WITH YOU, WITH US , TO BRIDGE THE GAP FOR YOU.

>> OH, OKAY.

>> WE HAVE SOMEBODY IN THE CHAT BOX WHO ASKED, DID YOU SAY THAT YOU HAVE SOME MEDICAL SCHOOLS, AND IF THAT'S THE CASE, ARE YOU FINDING DIFFERENT CHARGES FOR ACADEMIC AND HOSPITAL LIBRARIES ? WE HAD PRIMARILY ONLY BEEN -- OUR RESOURCES HAVE PRIMARILY ONLY BEEN AVAILABLE FOR HOSPITALS. STARTING WITH THIS YEAR, BMJ HAS ASKED US TO INCLUDE ACADEMICS IN OUR OFFERINGS. SO UNIVERSITY MEDICAL LIBRARIES ARE ALLOWED TO PARTICIPATE FOR BMJ PRODUCTS ONLY. AND IT'S THE SAME PRICE ACROSS THE BOARD. ALTHOUGH THEY FIGURE PRICING ON FTE AT THE UNIVERSITY LEVEL, THERE IS A CONVERSION FACTOR THAT WE USE THAT CONVERTS YOU INTO THE BED MODEL THAT WE USE SO THAT YOU ARE ABLE TO PARTICIPATE WITH BMJ ONLY.

>> CHRISTMAS IN JULY --

>> SAY AGAIN? WE CAN'T HEAR YOU.

>> I THINK SOMEBODY WAS ASKING ABOUT PUBMED. ANY OTHER QUESTIONS?

>> I JUST WANTED TO CLARIFY. SO AK DEPICK ACADEMIC MEDICAL CENTERS ARE NOT ELIGIBLE TO PARTICIPATE IN ANYTHING EXCEPT BMJ?

>> THAT'S CORRECT.

>> OKAY.

>> OTHER QUESTIONS?

>> YES. THIS IS TWYLA, ROB, I'M SO SORRY I MISSED YOUR PRESENTATION AT SOUTH BEACH. I UNDERSTAND IT WAS VERY WELL RECEIVED. BUT I HAVE A QUESTION ABOUT THE INVOICING. AS WE ALL KNOW, HOSPITALS ARE NOTORIOUS AT NOT ONLY PAY 90 BUT PAY EVEN LONGER THAN THAT. I NOTICE YOU SAID YOU SEND OUT THE INVOICES IN DECEMBER AND THEY'RE DUE IN JANUARY. I'M JUST CURIOUS, ARE THERE FINANCE CHARGE S IF IT'S MORE THAN 30 DAYS OR HOW TO DO THAT, BECAUSE I

KNOW YOU CAN'T -- THESE INVOICES, MAKE PAYMENTS TO THE VENDORS, YOU DON'T HAVE FINANCIAL ABILITY TO DO THAT?

>> SO FAR, WE HAVE NOT HAD BIG ISSUES WITH THIS . I WORKED IN HOSPITALS FOR MANY YEARS SO I KNOW THAT TRYING TO ADD A FINANCE CHARGE OR A SERVICE CHARGE OR SOMETHING LIKE THAT ON A PAST DUE INVOICE IS A WASTE OF MY TIME AND ACCOUNTS PAYABLE'S TIEBL BECAUSE THEY SIMPLY ARE NOT GOING TO PAY IT. I PUT 30 DAYS ON -- DUE ON THE INVOICE, BUT -- AND I PROBABLY SHOULD NOT SAY THIS PUBLICLY BUT I KNOW -- I WILL, I DON'T GET TWITCHY UNTIL 90 DAYS. THE MAJORITY OF OUR INVOICES ARE PAID WITHIN 90.

>> DO YOU ANTICIPATE OTHER VENDORS BESIDES BMJ TO BEGIN ALLOWING ACADEMIC MEDICAL CENTERS TO PARTICIPATE?

>> IT'S SOMETHING THAT I WILL ASK GOING FORWARD AS WE BRING IN NEW VENDORS. I CAN'T -- I DON'T KNOW HOW TO SAY -- I CAN'T PREDICT WHAT THEY'RE GOING TO PREDICT WHAT THEY'RE GOING TO ANSWER, BUT IT'S CERTAINLY I'M GOING TO ASK GOING FORWARD.

>> OTHER QUESTIONS? OKAY. WELL, I'M DELIGHTED TO SAY THAT WE'VE HAD AT LEAST A LITTLE BIT OVER 40 PEOPLE JOIN US TODAY. OH, WAIT, THERE'S ONE MORE QUESTION. DO YOU HAVE ANY SUGGESTION FOR HOSPITAL LIBRARIES WHO HAVE ONLINE JOURNAL SUBSCRIPTIONS AND JUST ACCEPTED THEIR STANDARD AGREEMENT S IF THEY DO NOT PERMIT INTERLIBRARY LOAN WOULD REQUEST TO ALLOW THAT END UP WITH MORE CHARGES?

>> I DON'T KNOW. I HAVEN'T -- I HAVEN'T SEEN AN INSTANCE OF THE PRICE GOING UP BECAUSE YOU ASK FOR A MODIFICATION TO YOUR LICENSE. ALL I WOULD SUGGEST TO YOU IS ASK. ASK, ASK, ASK. ALL THEY CAN SAY IS NO, AND THEY MAY WELL ACCOMMODATE YOUR REQUEST. BUT ALWAYS ASK.

Captions will appear here. THAT RIGHT THAT RIGHT NOW . SECONDLY, I JUST WANT TO SAY IN JUST A COUPLE SECONDS, WHAT I'M GOING TO DO IS, I'M GOING TO MAKE SURE EVERYONE IS MUTED BECAUSE EVERYONCE IN A WHILE PEOPLE DON'T REALIZE WE HEAR BACKGROUND NOISE IN YOUR OFFICE OR YOU HAVE OTHER PEOPLE COME IN THROUGH YOUR OFFICE DOOR, SO I AM GOING TO MUTE EVERYONE THAT IS JOINING US. LET ME JUST SAY THAT AT ANY POINT, YOU CAN UNMUTE YOURSELF BY PRESSING STAR 6 AND YOU'LL ALSO SEE THAT MESSAGE IN THE LOWER LEFT HAND CORNER OF YOUR ADOBE CONNECT WINDOW. WE DO ASK THAT EVERYONE PLEASE MAKE SURE THAT YOU REMAIN MUTED WHILE ROB IS SPEAKING TODAY. WE DON'T WANT TO -- WE WANT DO ASK THAT YOU PLEASE SAVE YOUR QUESTIONS UNTIL THE VERY END, AND AS I SAID, WHEN ROB IS DONE TALKING AND IF YOU WANT TO ASK SOMETHING VERBALLY, TO UNMUTE YOUR PHONE, YOU JUST SIMPLY NEED TO TO DO STAR 6. I WANT TO POINT EVERYONE TO THE CHAT BOX RIGHT NOW. LET ME ENTER THIS MESSAGE ONE MORE TIME. I'M ASKING EVERYONE THAT AS YOU LOG IN, PLEASE TYPE IN YOUR ZIP CODE SO WE HAVE A NICE IDEA OF WHERE EVERYONE IS COMING FROM, FROM AROUND OUR REGION, TO JOIN US FOR OUR MEETING TODAY. ALL RIGHT. SO RIGHT NOW I'M GOING TO MUTE ALL US, SO BEAR WITH ME JUST ONE MOMENT HERE.

>> OPERATOR: ALL GUESTS HAVE BEEN MUTED. YOU CAN UNMUTE YOUR LINE BY PRESSING STAR 6. SO EVERYONE SHOULD NOW BE MUTED. AND LIKE I SAY AT THE VERY END OF THE MEETING, WHEN ROB IS DONE TALKING TO UNMUTE YOURSELF, JUST PRESS STAR 6. I DO WANT TO WELCOME EVERYONE. I WANT TO BEFORE WE GET GOING ALSO MENTION THAT IN RECENT WEEKS WE HAVE HAD SOME OCCASIONAL MINOR PROBLEMS WITH ADOBE CONNECT WHICH IS WHAT WE'RE USING FOR OUR MEETING TODAY, SO WHAT I WANT TO SAY IS THAT IF ANYONE LOSES THE CONNECTION AT ANY POINT, WHAT YOU CAN DO IS JUST SIMPLY DIAL BACK IN, ONCE AGAIN ON OUR MAR WEBSITE, I GIVE THE PHONE NUMBER FOR PEOPLE TO USE IN ORDER TO BE ABLE THAT RIGHT NOW . SECONDLY, I JUST WANT TO SAY IN JUST A COUPLE SECONDS, WHAT I'M GOING TO DO IS, I'M GOING TO MAKE SURE EVERYONE IS MUTED BECAUSE EVERYONCE IN A WHILE PEOPLE DON'T REALIZE WE HEAR BACKGROUND NOISE IN YOUR OFFICE OR YOU HAVE OTHER PEOPLE COME IN THROUGH YOUR OFFICE DOOR, SO I AM GOING TO MUTE EVERYONE THAT IS JOINING US. LET ME JUST SAY THAT AT ANY POINT, YOU CAN UNMUTE YOURSELF BY PRESSING STAR 6 AND YOU'LL ALSO SEE THAT MESSAGE IN THE LOWER LEFT HAND CORNER OF YOUR ADOBE CONNECT WINDOW. WE DO ASK THAT EVERYONE PLEASE MAKE SURE THAT YOU REMAIN MUTED WHILE ROB IS SPEAKING TODAY. WE DON'T WANT TO -- WE WANT DO ASK THAT YOU PLEASE SAVE YOUR QUESTIONS UNTIL THE VERY END, AND AS I SAID, WHEN ROB IS DONE TALKING AND IF YOU WANT TO ASK SOMETHING VERBALLY, TO UNMUTE YOUR PHONE, YOU JUST SIMPLY NEED TO TO DO STAR 6. I WANT TO POINT EVERYONE TO THE CHAT BOX RIGHT NOW. LET ME ENTER THIS MESSAGE ONE MORE TIME. I'M ASKING EVERYONE THAT AS YOU LOG IN, PLEASE TYPE IN YOUR ZIP CODE SO WE HAVE A NICE IDEA OF WHERE EVERYONE IS COMING FROM, FROM AROUND OUR REGION, TO JOIN US FOR OUR MEETING TODAY. ALL RIGHT. SO RIGHT NOW I'M GOING TO MUTE ALL US, SO BEAR WITH ME JUST ONE MOMENT HERE.

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AN OVERALL LOWER PRICE FOR EVERYBODY EVERYBODY. ALL OF THE LIBRARIES SHARE THE COST IN SOME WAY, SHAPE OR FORM, WHETHER IT'S DIVIDED EQUALLY AMONG ALL PARTICIPANTS AND REBREAK THINGS OUT ACCORDING TO BED SIZE, SOME OF THAT IS OUR DOING, SOME OF IT IS THE VENDOR DOING, DEPENDING ON HOW PRICING IS OFFERED FROM A VENDOR. THERE ARE DIFFERENT TYPES OF LICENSES, AND I'M SURE THAT MOST OF YOU ARE FAMILIAR WITH THESE KINDS OF LICENSES, EITHER THE CONCURRENT USER ACCESS WHERE YOU HAD SO MANY SEATS THAT PEOPLE CAN OCCUPY AT ONE TIME OR UNLIMITED ACCESS TO THE RESOURCE. THE BOTTOM LINE IS A COST SAVINGS OVERLY SENSING THE RESOURCES ON YOUR OWN. IN SOME CASES, IT MAY JUST BE A FEW HUNDRED DOLLARS PER RESOURCE. IN ONE CASE, IN THE CASE OF STAFF REF, OUR LIBRARIES ARE PAYING ALMOST 90% LESS FOR THE PACKAGE THAT THEY'RE GETTING THAN THEY WOULD PAY IF THEY WERE LICENSING IT ON THEIR OWN. LIBRARIANS REALLY DON'T HAVE A PROBLEM SELLING GROUP LICENSING TO THEIR VENDORS -- OR I MEAN TO THEIR ADMINISTRATORS, BECAUSE MOST HOSPITALS ALREADY PARTICIPATE IN SOME SORT OF GROUP PURCHASING CONSORTIA TO PURCHASE SUPPLIES OR DRUGS OR EQUIPMENT FOR THEIR HOSPITALS. SO IT'S A WIN-WIN FOR EVERYBODY. SO WHAT RESOURCES DO WE OFFER? WE CURRENTLY OFFER DIFFERENT PACKAGES FROM EBSCO. THERE ARE A FEW CAVEATS THAT I WOULD EXPLAIN INDIVIDUALLY TO LIBRARIANS AS THEY WOULD CONTACT US FOR ACCESS, THERE ARE SOME THINGS THAT WE CAN OFFER EVERYBODY, SOME THINGS THAT WE CAN ONLY OFFER CERTAIN PEOPLE DUE TO RESTRICTIONS FROM EBSCO, BUT CURRENTLY WE HAVE SEVERAL DIFFERENT PACKAGES, REHAB REFERENCE CENTER, AND THOSE PACKAGES, THEY'RE ADMINISTRATIVE RESOURCES LIKE HEALTH BUSINESS ELITE, SOME OF THE PACKAGES OF BIOMEDICAL JOURNAL JOURNALS, THE PSYCH RESOURCES, PSYCH INFO AND SO FORTH, THERE IS ACCESS TO CONSUMER HEALTH INFORMATION, REHAB LITERATURE AS WELL AS THE COCHRAN LIBRARY. FROM OVID, THE APA PACKAGES ARE AVAILABLE THROUGH OVID AS WELL. AS WELL AS SEVERAL DIFFERENT E JOURNAL AND E BOOK PACKAGES, WHICH ACTUALLY CHANGE ON AN ANNUAL BASIS AS THOSE PACKAGES CHANGE AS NEW EDITIONS COME OUT. WE ALSO OFFER ACCESS TO OVID'S LINK RESOLVER, THEIR FEDERATED SEARCH TOOL AND THEIR NEW OVIDMD RESOURCE. THERE'S ALSO A COMPREHENSIVE OFFERING OF SYD JOURNAL TITLES, SO YOU'RE NOT JUST STUCK BUYING PACKAGES OF TITLES, YOU CAN ALSO BUY A LOT OF INDIVIDUAL TITLES AS WELL. AND COMING FOR THE FALL, OVID IS GOING TO BE ABLE TO OFFER ACCESS TO THE JOANNA BRIGGS INSTITUTE RESOURCES, AND THAT WAS THE RESOURCE THAT I SAID WE HAD TO DROP A COUPLE OF YEARS AGO. WE HAVE AN OFFERING FROM STAT REF. IN THAT OFFERING, WE HAVE ABOUT 23 E BOOKS AS WELL AS ACCESS TO ACP PIER, ALONG WITH ALL OF THE BOOKS FROM STAT REV, YOU GET SOME OTHER RESOURCES INCLUDING MEDICAL, HEALTHCARE CALCULATORS, AND WE ALSO HAVE ACCESS TO STEADMAN'S DICTIONARY THAT WAY AS WELL. THIS YEAR WE ALSO HAVE ACCESS FROM MCGRAW-HILL TO ALL OF THE ACCESS PACKAGES. ACCESS MEDICINE, SURGERY, PEDIATRICS, EMERGENCY MEDICINE AND ANESTHESIOLOGY AS WELL AS JAMA EVIDENCE. AND WITH MCGRAW-HILL IN PARTICULAR, IF YOU HAVE AN EXISTING CONTRACT WITH THEM, UNFORTUNATELY YOU'RE NOT GOING TO BE ABLE TO ROLL THAT OVER INTO THE GROUP -- INTO OUR GROUP LICENSE. YOU WOULD ONLY BE ABLE TO PURCHASE NEW RESOURCES THROUGH THAT. BMJ, WE HAVE SEVERAL DIFFERENT PACKAGES AVAILABLE FROM BMJ, INCLUDING A VERY POPULAR PACKAGE OF 10 JOURNALS, WHICH INCLUDES ACCESS TO THINGS LIKE BMJ, THORAX, GUT, HEART. THERE ARE THREE DIFFERENT EVIDENCE-BASED MEDICINE TITLES, EVIDENCE-BASED MEDICINE, NURSING AND MENTAL HEALTH, I BELIEVE ARE THOSE TITLES, SO IT'S 10 HIGH IMPACT, IF YOU WILL, JOURNALS THAT ARE AVAILABLE AT AN EXCELLENT PRICE.

WE HAVE SEVERAL DIFFERENT POINT OF CARE TOOLS AVAILABLE FROM BMJ SUCH AS THEIR CASE REPORTS AND JAMA CLINICAL EVIDENCE, AND THERE ARE SEVERAL, FOUR OR FIVE, ALA CARTE TITLES AVAILABLE THROUGH BMJ SUCH AS JAMIA AND THOSE TITLES ARE AVAILABLE FROM BMJ. WE HAVE ACCESS TO THE NEW ENGLAND JOURNAL OF MEDICINE . SO FAR WE HAVE NOT ADDED NEW VENDORS. WE HAVE REVAMPED SOME OF OUR OFFERINGS WITHIN THE VENDORS THAT WE'VE BEEN DEALING WITH, WE'VE ADD ED SOME RESOURCES WITH SOME OF OUR CURRENT VENDORS, BUT WE HAVEN'T ADDED ANY NEW VENDOR S AS YET. WHAT WE ARE PLANNING ON IN THE NEXT WEEK OR SO, EVERYONE SHOULD GET A LINK TO A SURVEY, AND THAT WILL GO OUT PRIMARILY ON THE MAR DISCUSSION LIST, AND WE WILL ALSO SEND IT OUT ON SOME OF THE OTHER LOCAL DISCUSSION LISTS, THE CHAPTER LISTS, AND SOME OF YOUR LOCAL CONSORTIA DISCUSSION LISTS, AND WHAT THIS SURVEY WILL DO IS EXPLAIN THE RESOURCES THAT WE CURRENTLY HAVE ACCESS TO AND ASK IF WITHIN THOSE VENDORS, THERE ARE ANY OTHER RESOURCES YOU WOULD LIKE US TO ADD, AND THEN PROVIDE A LIST WHICH IS BY NO MEANS COMPREHENSIVE OF OTHER RESOURCES THAT WE THINK YOU MIGHT BE INTERESTED IN, AND BASED ON THE RESPONSES TO THAT SURVEY, WE WILL GO OUT AND CONTACT THOSE VENDORS AND NEGOTIATE LICENSES -- OR NEGOTIATE PRICING OFFER INGS FOR OUR NEXT OFFER, AND THERE WILL ALSO BE FREE SPACE AVAILABLE AT THE END OF THE SURVEY TO ADD IN ANY RESOURCES WE MAY HAVE MISSED IN OUR LIST. AS I SAID BEFORE, BASED ON THE RESPONSES TO THE SURVEY, WE WILL GO OUT AND TALK TO THE VENDORS, AND AS LONG AS THE VENDOR IS AMENABLE TO WORKING WITH CON CONSORTIA, AND SO FAR EVERY VENDOR I'VE SPOKEN WITH SO FAR OF COURSE WOULD LOVE TO WORK WITH A CONSORTIA, SO THEN WE WILL BE ABLE TO HAVE AN OFFERING AVAILABLE THE NEXT TIME AROUND. SO WHY SHOULD YOU JOIN THE GROUP LICENSING INITIATIVE? HSLANG HAS A PROVEN TRACK RECORD OF SAVING LIBRARIES MONEY. WE ARE IN OUR TENTH YEAR OF DOING THIS, AND ABOUT FIVE YEARS AGO, WHEN WE TRIED TO FIGURE OUT HOW MUCH WE SAVED MONEY -- OR HOW MUCH MONEY WE HAD SAVED HOSPITALS, AT THAT POINT IN TIME, WE HAD ALREADY DECIDED THAT WE HAD SAVED HOSPITALS NEARLY \$2 MILLION IN LICENSING COSTS. IT'S BEEN A LONG TIME SINCE WE SAT DOWN TO FIGURE THAT OUT AGAIN AND THAT'S SOMETHING THAT'S ON MY LIST, LONG LIST OF THINGS TO DO . WE HANDLE THE NEGOTIATION FOR YOU OF BOTH PRICING AND LICENSING TERMS. WHEREVER POSSIBLE WE NEGOTIATE ACCESS INTO A LICENSE. WE ALSO NEGOTIATE INTERLIBRARY LOAN PRIVILEGES INTO THAT LICENSE. SO THAT IF YOU HAVE ACCESS TO ARCHIVES OF INTERNAL MEDICINE, YOU WILL BE ABLE TO LOAN ARTICLES THROUGH INTERLIBRARY LOAN DIRECTLY FROM THE RESOURCE RATHER THAN HAVING TO PRINT IT OUT AND SCAN IT AND RESEND THE WAY SOME LICENSES REQUIRE . AS WE EXPAND OUR SERVICE AREA ACROSS THE MIDDLE ATLANTIC REGION , WE BELIEVE THAT AS WE HAVE MORE PARTICIPANTS AND ARE ABLE TO BRING MORE BUSINESS TO EACH VENDOR, WE WILL BE ABLE TO NEGOTIATE EVEN BETTER PRICING THAN WE CURRENTLY HAVE FOR SOME OF OUR RESOURCE, ESPECIALLY FOR THE NEWER RESOURCES THAT WE WOULD ADD. ALL OF THE PAPERWORK ISSUES WITH A VENDOR ARE HANDLED. I WOULD NEED TO CONTACT YOU FOR CERTAIN INFORMATION AND WE HAVE A DEMOGRAPHIC SHEET THAT WE ASK EVERY LIBRARY TO FILL OUT THAT INCLUDES CONTACT INFORMATION AND I.T. ADDRESSES AND THINGS LIKE THAT.

AND THOSE KINDS OF ISSUES ARE HANDLED. INVOICING ISSUES ARE HANDLED . YOU WON'T NEED TO WORRY ABOUT DEALING WITH AN INVOICE DIRECTLY WITH A VENDOR. HSLANJ IS THE FIDUCIARY SO WE GET THE INVOICE AND WE INVOICE YOU, AND WE'RE ABLE TO ADDRESS WHATEVER INVOICING ISSUES YOU MAY HAVE. IF YOU WOULD LIKE ONE GREAT BIG INVOICE FOR EVERYTHING YOU LICENSE, THAT'S FINE. IF YOU WANT AN INDIVIDUAL LICENSE FOR EACH OF YOUR DIFFERENT VENDORS, HOWEVER YOU NEED TO DO THINGS, WE'RE ABLE TO ACCOMMODATE YOU. AND WE HAVE VERY LOW ADMINISTRATIVE FEES FOR OUR RESOURCES. SO THE TIMELINE. TRADITIONALLY, WE HAVE DONE ONE OFFER A YEAR. WHEN WE STARTED GROUP LICENSING, OUR LIBRARIES HAD VERY LITTLE OR EVEN NO ACCESS TO ANY RESOURCES , SO WE PICKED JULY 1 AS OUR START DATE FOR ALL OF OUR LICENSES. AND THAT WORKED BECAUSE NOBODY HAD ACCESS TO ANYTHING SO WE DIDN'T NEED TO WORRY ABOUT OTHER LIBRARIES' EXISTING CONTRACTS . AS WE'RE GROWING, WE FIND THAT LIBRARIES ALREADY HAVE CONTRACTS AND IT MAKES IT MORE DIFFICULT FOR THEM TO ROLL THEIR PURCHASES INTO OUR PURCHASE, EITHER FOR BUDGETARY REASONS OR LICENSING REASONS, WHATEVER, SO WE'RE GOING TO OFFER A SECOND OFFERING THIS YEAR FOR LICENSE STARTS IF JANUARY. SO THAT OFFER WILL -- SO WHAT WE'RE DOING RIGHT NOW IS WE'RE PUTTING TOGETHER THE SURVEY OF WHAT KINDS OF RESOURCES PEOPLE WOULD LIKE TO SEE SO THAT WE CAN NEGOTIATE PRICING FOR OUR NEXT -- NEGOTIATE PRICING FOR OUR NEXT OFFER, AND NOW THROUGH OCTOBER, SO WE'LL BE WORKING WITH THOSE VENDORS AND I'LL BE WORKING WITH ANY OF YOU WHO WOULD LIKE TO JOIN US EITHER INDIVIDUALLY OR WITH YOUR LOCAL CONSORTIA, HOWEVER YOU WOULD LIKE TO DO THAT, SO WE'LL BE WORKING WITH PEOPLE TO -- ANYONE WHO WISHES TO JOIN US. IN OCTOBER, WE WILL FINALIZE ALL OF THE PRICING FOR THE RESOURCES THAT WE'RE OFFERING FOR NEXT YEAR, AND THE OFFER PACKAGE, AS WE CALL IT, IS CREATED AND WILL BE DISTRIBUTED TO EVERYBODY. THIS IS AN ENORMOUS PACKAGE WHEN IT COMES OUT TO YOU. I BELIEVE THIS YEAR'S PACKAGE WAS LIKE 35 OR 38 PAGES, AND IT LOOKS VERY DAUNTING, BUT AS YOU SIT DOWN AND BREAK IT DOWN, IT'S REALLY NOT AS BAD AS IT LOOKS, AND WE'RE HERE TO HELP YOU EVERY STEP OF THE WAY . THROUGH NOVEMBER, WE WOULD CONTINUE WORKING WITH LIBRARIES THAT HAVE QUESTIONS ON ANY ORDERS THAT THEY WANT TO SUBMIT, SWITCHOVER QUESTIONS THAT NEED TO BE ADDRESSED, THINGS LIKE THAT, AND THEN ORDERS WILL BE DUE SOMETIME RIGHT AROUND -- RIGHT BEFORE THANKSGIVING, IN THE EARLY PART OF DECEMBER THEN, ORDERS ARE COMPILED AND THE FINAL PRICING IS DETERMINED AND INVOICES ARE ISSUED AND THE ORDERS ARE SUBMITTED TO THE VENDORS AND THEN IN JANUARY, YOUR LICENSES WILL START . DEPENDING ON WHEN ORIGINAL INVOICES GO OUT, INVOICES WOULD BE DUE IN JANUARY OR FEBRUARY, WE AT THAT POINT THEN DEAL WITH ANY SWITCHOVER ISSUES YOU MIGHT HAVE, AND THEN WE BEGIN WORKING ON THE NEXT OFFER, WHICH WOULD GO OUT IN MARCH FOR JULY STARTS. SO IT WILL BE A CONTINUOUS CYCLE WORKING THROUGH THE YEAR. SO WHAT'S IN THE FUTURE? AS I MENTIONED EARLIER, THE MIDDLE ATLANTIC REGION HAS ASKED US TO EXPAND, TO COVER LIBRARIES IN THE ENTIRE MAR REGION, PENNSYLVANIA, NEW YORK, NEW JERSEY AND DELAWARE, SO WE'RE TRYING TO WORK WITH EITHER INDIVIDUAL LIBRARIES OR WITH LIBRARY CONSORTIA THROUGHOUT THE REGION TO ADDRESS ANY CONCERNS YOU MIGHT HAVE AND TO ENCOURAGE PARTICIPATION. BECAUSE OBVIOUSLY LARGER PARTICIPATION MEANS GREATER DISCOUNTS FOR YOUR RESOURCES . WE WILL ALSO BE OFFERING ADDITIONAL RESOURCES BASED ON INTEREST. THAT'S BASICALLY THE END OF MY PRESENTATION. I WOULD LIKE TO OFFER A SPECIAL THANK YOU TO SUE SCHULTZ AT YORK HOSPITALS WHO HELPED ME OUT IN A PINCH AND ALLOWED ME

TO USE HER OFFICE TODAY, AND HERE IS A LINK TO OUR WEBSITE THAT HAS MORE INFORMATION ABOUT THE GROUP LICENSING THAT RIGHT NOW . SECONDLY, I JUST WANT TO SAY IN JUST A COUPLE SECONDS, WHAT I'M GOING TO DO IS, I'M GOING TO MAKE SURE EVERYONE IS MUTED BECAUSE EVERYONE IN A WHILE PEOPLE DON'T REALIZE WE HEAR BACKGROUND NOISE IN YOUR OFFICE OR YOU HAVE OTHER PEOPLE COME IN THROUGH YOUR OFFICE DOOR, SO I AM GOING TO MUTE EVERYONE THAT IS JOINING US. LET ME JUST SAY THAT AT ANY POINT, YOU CAN UNMUTE YOURSELF BY PRESSING STAR 6 AND YOU'LL ALSO SEE THAT MESSAGE IN THE LOWER LEFT HAND CORNER OF YOUR ADOBE CONNECT WINDOW. WE DO ASK THAT EVERYONE PLEASE MAKE SURE THAT YOU REMAIN MUTED WHILE ROB IS SPEAKING TODAY. WE DON'T WANT TO -- WE WANT DO ASK THAT YOU PLEASE SAVE YOUR QUESTIONS UNTIL THE VERY END, AND AS I SAID, WHEN ROB IS DONE TALKING AND IF YOU WANT TO ASK SOMETHING VERBALLY, TO UNMUTE YOUR PHONE, YOU JUST SIMPLY NEED TO TO DO STAR 6. I WANT TO POINT EVERYONE TO THE CHAT BOX RIGHT NOW. LET ME ENTER THIS MESSAGE ONE MORE TIME. I'M ASKING EVERYONE THAT AS YOU LOG IN, PLEASE TYPE IN YOUR ZIP CODE SO WE HAVE A NICE IDEA OF WHERE EVERYONE IS COMING FROM, FROM AROUND OUR REGION, TO JOIN US FOR OUR MEETING TODAY. ALL RIGHT. SO RIGHT NOW I'M GOING TO MUTE ALL US, SO BEAR WITH ME JUST ONE MOMENT HERE.

>> OPERATOR: ALL GUESTS HAVE BEEN MUTED. YOU CAN UNMUTE YOUR LINE BY PRESSING STAR 6. SO EVERYONE SHOULD NOW BE MUTED. AND LIKE I SAY AT THE VERY END OF THE MEETING, WHEN ROB IS DONE TALKING TO UNMUTE YOURSELF, JUST PRESS STAR 6. I DO WANT TO WELCOME EVERYONE. I WANT TO BEFORE WE GET GOING ALSO MENTION THAT IN RECENT WEEKS WE HAVE HAD SOME OCCASIONAL MINOR PROBLEMS WITH ADOBE CONNECT WHICH IS WHAT WE'RE USING FOR OUR MEETING TODAY, SO WHAT I WANT TO SAY IS THAT IF ANYONE LOSES THE CONNECTION AT ANY POINT, WHAT YOU CAN DO IS JUST SIMPLY DIAL BACK IN, ONCE AGAIN ON OUR MAR WEBSITE, I GIVE THE PHONE NUMBER FOR PEOPLE TO USE IN ORDER TO BE ABLE TO DIAL BACK IN. IT'S AN WILL 6 OF NUMBER, LET ME REMIND MYSELF AS WELL. WILL WILL WILL # 88-4 # A 0-5996, PARTICIPANT CODE IS 888072. IF ANYBODY LOSES THEIR CONNECTION, YOU CAN REJOIN US BY DIALING IN. ALSO I PUT UP THERE IN THE EVENT IF ANYONE CANNOT CONNECT ONLINE OR CANNOT CONNECT BY PHONE, I'M HOPING THAT DOESN'T HAPPEN, BUT IF IT DOES, WE DID PUT UP THE POWERPOINT SLIDES FOR TODAY'S DISCUSSION. ALL RIGHT. LET ME INTRODUCE ROB AND TELL YOU A LITTLE BIT ABOUT HIM AND HIS BACKGROUND. ROB HAS BEEN PROJECT MANAGER FOR THE HSLANG INITIATIVE SINCE 2010. HE HOLDS A MASTER'S DEGREE IN LIBRARY SCIENCE AND HAS BEEN A DISTINGUISHED MEMBER OF THE ACADEMY OF HEALTH INFORMATION PROFESSIONALS AND HAS BEEN A MEDICAL LIBRARIAN IN BOTH NEW JERSEY AND DELAWARE FOR 19 YEARS. PRIOR TO MANAGING THE HSLANG GLI, HE WAS PROJECT MANAGER FOR THE DELAWARE RESOURCES ALLIANCE, AN INITIATIVE OF THE DELAWARE ACADEMY OF MEDICINE. ROB HAS BEEN INVOLVED IN HSLANG, MLA, HOSPITAL LIBRARY SECTION, AND THE NEW YORK, NEW JERSEY AND PHILADELPHIA MLA CHAPTER FORCE MANY YEARS. AMONG ROB'S ACHIEVEMENTS ARE THE MEDICAL LIBRARY ASSOCIATION'S REUTERS FRANK BRADBURY ROGERS INFORMATION ACHIEVEMENT AWARD, THE HEALTH SCIENCES LIBRARY ASSOCIATION OF NEW JERSEY LIBRARIAN OF THE YEAR, AND THE HOSPITAL LIBRARY SECTION LEADERSHIP AWARD. SO AT THIS POINT, I WOULD LIKE TO WELCOME ROB AND LET HIM GO AHEAD AND SPEAK.

>> THANKS VERY MUCH, MISSY. AND I'D LIKE TO THANK THE RML FOR GIVING ME THE OPPORTUNITY TO TALK TO EVERYBODY TODAY. RIGHT NOW I'M WORKING ON A SPEAKERPHONE SO IF IT BECOMES AN ISSUE FOR PEOPLE TO HEAR ME, PLEASE LET MISSY KNOW SO THAT SHE CAN LET ME KNOW. I CAN'T SEE THE ADOBE CHAT WINDOW SO I DON'T KNOW WHAT'S GOING ON. I'M GOING TO SPEAK FOR ABOUT 40 MINUTES OR SO ABOUT THE HSLANG GROUP LICENSING INITIATIVE, AND ONCE I'M DONE, THEN I'LL BE ABLE TO ANSWER YOUR QUESTIONS. OUR OBJECTIVES TODAY ARE THERE I WILL GIVE YOU A BRIEF HISTORY OF HSLANG GROUP LICENSING, HOW WE GOT STARTED AND HOW WE GOT TO WHERE WE ARE TODAY. A LITTLE BIT OF AN UNDERSTANDING OF WHAT GROUP LICENSING IS FOR THOSE WHO MAY NOT BE FAMILIAR , WHY SHOULD YOU PARTICIPATE, WHAT RESOURCES ARE OFFERED, A TIMELINE OF HOW WE ARE MOVING FORWARD, AND WHAT WE'RE WORKING ON FOR THE FUTURE . SO THE HISTORY OF HSLANG GROUP LICENSING, HSLANG IS 40 YEARS OLD, WE JUST CELEBRATED OUR 40TH ANNIVERSARY IN APRIL , WE HAVE 65 INSTITUTIONAL AFFILIATE MEMBERS IN THE STATE OF NEW JERSEY. WE'RE PRIMARILY HOSPITAL AND MEDICAL SCHOOL LIBRARIES, AND HSLANG CREATED THE NEW JERSEY HEALTH LICENSES NETWORK FOR INTERLIBRARY LOAN WHICH IS A PRECURSOR TO THE BUSINESS BISSELL PROGRAM. THE IDEA FORMED IN THE SUMMER OF 2002 IN COLLABORATION WITH HSLANG UMDNJ AND THE NEW JERSEY HOSPITAL ASSOCIATION. THE LIBRARIANS AT UMDNJ WERE PARTICIPATING IN A PROGRAM CALLED VEIL, WHICH IS A VIRTUAL ACADEMIC LIBRARY SOMETHING, I CAN'T REMEMBER WHAT THAT STANDS FOR RIGHT NOW, BUT ESSENTIALLY GROUP LICENSING FOR ACADEMIC LIBRARIES, SO WE WERE TAKING THEIR EXPERIENCE AND ADAPTING IT TO THE WAY HOSPITALS WOULD BE LICENSING RESOURCES. WE SURVEYED OUR MEMBERS TO DETERMINE WHAT THEIR NEEDS AND INTERESTS WERE FOR THE RESOURCES WE WOULD OFFER, IDENTIFIED ANY OBSTACLES SUCH AS BILLING ISSUES OR THINGS LIKE THAT, IT ISSUES, AND IDENTIFIED A FIDUCIARY AGENT. AFTER THAT SURVEY, WE CHOSE AVID AS OUR FIRST VENDOR. WE HAD JUST A FEW RESOURCES AVAILABLE AND THE FIRST OFFER WENT OUT IN 2002 OR RATHER I'M SORRY IN 2003 WITH A START IN JULY OF 2003. THERE WERE 17 LIBRARIES INVOLVED, TOTAL SALES WERE \$130,800. BY THE THIRD YEAR, WE HAD GROWN TO 40 LIBRARIES, NEARLY \$300,000 IN SALES, AND WE ADDED SEVERAL MORE VENDORS . IN ADDITION TO THE RESOURCES WE HAD FROM AVID. BY THE NINTH YEAR, WE WERE UP TO 71 LIBRARY IES. OVER \$1.2 MILLION IN SALES AND HAD ADDED NEW ENGLAND JOURNAL OF MEDICINE AND BMJ JOURNALS TO ALL THE OTHER RESOURCES THAT WE WERE OFFERING. BY THIS POINT IN TIME, WE HAD ALSO EXPANDED OUTSIDE OF THE STATE OF NEW JERSEY TO INCLUDE SOME LIBRARIES IN DELAWARE AND SOUTHEASTERN PENNSYLVANIA. FOR THE CURRENT YEAR, WE'RE IN OUR TENTH YEAR, AND WE NOW HAVE 90 LIBRARIES THAT ARE INVOLVED, AND HAD \$1.7 MILLION IN SALES. EACH YEAR, WE ADDED A FEW MORE LIBRARIES STARTING WITH 17, AND WE ADDED A FEW MORE LIBRARIES THROUGH YEAR FIVE. THEN IN 2009, UNEXPECTEDLY, THE NEW JERSEY HOSPITAL ASSOCIATION CLOSED THEIR LIBRARY. MICHELLE, WHO WAS ONE OF THE FOUNDERS OF THE GROUP LICENSING INITIATIVE WORKED FOR NEW JERSEY HOSPITAL ASSOCIATION, AND WE WERE STRUGGLING WITH HOW WE WERE GOING TO CONTINUE OFFERING THE GROUP LICENSING. WE DECIDED AS AN ORGANIZATION WITHIN HSLANG THAT WE WOULD TAKE IT ON AND SEE WHAT WE COULD DO ABOUT KEEPING IT GOING . AND CARRY -- CO-CHAIR THE COMMITTEE AND I CAME ON AS PROJECT MANAGER . AT THAT TIME, ALSO, THE RML OFFERED US AN AWARD TO HELP US WITH OUR ADMINISTRATIVE COSTS FOR REBUILDING THE INITIATIVE , AND THEIR CAVEAT OR HOOK FOR DOING THAT IS, IF WE GIVE YOU THIS MONEY, WE WOULD LIKE YOU TO EXPAND TO INCLUDE HOSPITAL

LIBRARIES IN THE ENTIRE REGION. SO WE CERTAINLY WEREN'T GOING TO TURN DOWN MONEY, SO THAT'S WHAT WE STARTED WORKING ON. WE PUT TOGETHER A PROPOSAL AND A BUSINESS PLAN TO TRY TO FIGURE OUT HOW WE WERE GOING TO EFFECT THAT CHANGE OR THE INCREASE . 2010 AND 11, WE DID NOT LOSE ANY RESOURCES, WE DIDN'T REALLY GAIN OR LOSE ANY LIBRARIES, WE WERE STATUS QUO, AND ACTUALLY I MISSPOKE, WE DID LOSE ONE RESOURCE. WE DROPPED -- WE USED TO HAVE ACCESS TO THE JOANNA BRIGGS INSTITUTE AND WE DROPPED THAT BECAUSE THERE WERE A LOT OF LICENSING RESTRICTIONS THAT PREVENTING US FROM DOING THAT. FOR 2011-12, THE LIBRARIES REMAINED THE SAME AND WE DROPPED LEXIS BECAUSE THERE WAS VERY LITTLE INTEREST IN THE RESOURCE. SO WHAT IS GROUP LICENSING? GROUP LICENSING IS BASICALLY WHAT IT SOUNDS LIKE, A GROUP OF LIBRARIES GETTING TOGETHER AND PURCHASING RESOURCES AS A BLOCK TO NEGOTIATE AN OVERALL LOWER PRICE FOR EVERYBODY EVERYBODY. ALL OF THE LIBRARIES SHARE THE COST IN SOME WAY, SHAPE OR FORM, WHETHER IT'S DIVIDED EQUALLY AMONG ALL PARTICIPANTS AND RE BREAK THINGS OUT ACCORDING TO BED SIZE, SOME OF THAT IS OUR DOING, SOME OF IT IS THE VENDOR DOING, DEPENDING ON HOW PRICING IS OFFED FROM A VENDOR. THERE ARE DIFFERENT TYPES OF LICENSES, AND I'M SURE THAT MOST OF YOU ARE FAMILIAR WITH THESE KINDS OF LICENSES, EITHER THE CONCURRENT USER ACCESS WHERE YOU HAD SO MANY SEATS THAT PEOPLE CAN OCCUPY AT ONE TIME OR UNLIMITED ACCESS TO THE RESOURCE . THE BOTTOM LINE IS A COST SAVINGS OVERLY SENSING THE RESOURCES ON YOUR OWN. IN SOME CASES, IT MAY JUST BE A FEW HUNDRED DOLLARS PER RESOURCE. IN ONE CASE, IN THE CASE OF STAFF REF, OUR LIBRARIES ARE PAYING ALMOST 90% LESS FOR THE PACKAGE THAT THEY'RE GETTING THAN THEY WOULD PAY IF THEY WERE LICENSING IT ON THEIR OWN. LIBRARIANS REALLY DON'T HAVE A PROBLEM SELLING GROUP LICENSING TO THEIR VENDORS -- OR I MEAN TO THEIR ADMINISTRATORS, BECAUSE MOST HOSPITALS ALREADY PARTICIPATE IN SOME SORT OF GROUP PURCHASING CONSORTIA TO PURCHASE SUPPLIES OR DRUGS OR EQUIPMENT FOR THEIR HOSPITALS. SO IT'S A WIN-WIN FOR EVERYBODY. SO WHAT RESOURCES DO WE OFFER? WE CURRENTLY OFFER DIFFERENT PACKAGES FROM EBSCO. THERE ARE A FEW CAVEATS THAT I WOULD EXPLAIN INDIVIDUALLY TO LIBRARIANS AS THEY WOULD CONTACT US FOR ACCESS, THERE ARE SOME THINGS THAT WE CAN OFFER EVERYBODY, SOME THINGS THAT WE CAN ONLY OFFER CERTAIN PEOPLE DUE TO RESTRICTIONS FROM EBSCO, BUT CURRENTLY WE HAVE SEVERAL DIFFERENT PACKAGES , REHAB REFERENCE CENTER , AND THOSE PACKAGES, THEY'RE ADMINISTRATIVE RESOURCES LIKE HEALTH BUSINESS ELITE, SOME OF THE PACKAGES OF BIOMEDICAL JURN JOURNALS, THE PSYCH RESOURCES, PSYCH INFO AND SO FORTH, THERE IS ACCESS TO CONSUMER HEALTH INFORMATION, REHAB LITERATURE AS WELL AS THE COCHRAN LIBRARY. FROM OVID, THE APA PACKAGES ARE AVAILABLE THROUGH OVID AS WELL. AS WELL AS SEVERAL DIFFERENT E JOURNAL AND E BOOK PACKAGES, WHICH ACTUALLY CHANGE ON AN ANNUAL BASIS AS THOSE PACKAGE S CHANGE AS NEW EDITIONS COME OUT. WE ALSO OFFER ACCESS TO OV IDS LINK RESOLVER, THEIR FEDERATED SEARCH TOOL AND THEIR NEW OVIDMD RESOURCE . THERE'S ALSO A COMPREHENSIVE OFFERING OF SYD JOURNAL TITLES, SO YOU'RE NOT JUST STUCK BUYING PACKAGES OF TITLES, YOU CAN ALSO BUY A LOT OF INDIVIDUAL TITLES AS WELL. AND COMING FOR THE FALL, OVID IS GOING TO BE ABLE TO OFFER ACCESS TO THE JOANNA BRIGGS INSTITUTE RESOURCES, AND THAT WAS THE RESOURCE THAT I SAID WE HAD TO DROP A COUPLE OF YEARS AGO . WE HAVE AN OFFERING FROM STAT REF. IN THAT OFFERING, WE HAVE ABOUT 23 E BOOKS AS WELL AS ACCESS TO ACP PIER, ALONG WITH ALL OF THE BOOKS FROM STAT REV, YOU GET SOME OTHER RESOURCES INCLUDING MEDI-CAL, HEALTHCARE CALCULATORS, AND WE ALSO HAVE

ACCESS TO STEADMAN'S DICTIONARY THAT WAY AS WELL. THIS YEAR WE ALSO HAVE ACCESS FROM MCGRAW-HILL TO ALL OF THE ACCESS PACKAGES. ACCESS MEDICINE, SURGERY, PEDS, EMERGENCY MEDICINE AND ANESTHESIOLOGY AS WELL AS JAMA EVIDENCE. AND WITH MCGRAW-HILL IN PARTICULAR, IF YOU HAVE AN EXISTING CONTRACT WITH THEM, UNFORTUNATELY YOU'RE NOT GOING TO BE ABLE TO ROLL THAT OVER INTO THE GROUP -- INTO OUR GROUP LICENSE. YOU WOULD ONLY BE ABLE TO PURCHASE NEW RESOURCES THROUGH THAT. BMJ, WE HAVE SEVERAL DIFFERENT PACKAGES AVAILABLE FROM BMJ, INCLUDING A VERY POPULAR PACKAGE OF 10 JOURNALS, WHICH INCLUDES ACCESS TO THINGS LIKE BMJ, THORAX, GUT, HEART. THERE ARE THREE DIFFERENT EVIDENCE-BASED MEDICINE TITLES, EVIDENCE-BASED MEDICINE, NURSING AND MENTAL HEALTH, I BELIEVE ARE THOSE TITLES, SO IT'S 10 HIGH IMPACT, IF YOU WILL, JOURNALS THAT ARE AVAILABLE AT AN EXCELLENT PRICE. WE HAVE SEVERAL DIFFERENT POINT OF CARE TOOLS AVAILABLE FROM BMJ SUCH AS THEIR CASE REPORTS AND JAMA CLINICAL EVIDENCE, AND THERE ARE SEVERAL, FOUR OR FIVE, ALA CARTE TITLES AVAILABLE THROUGH BMJ SUCH AS JAMIA AND THOSE TITLES ARE AVAILABLE FROM BMJ. WE HAVE ACCESS TO THE NEW ENGLAND JOURNAL OF MEDICINE . SO FAR WE HAVE NOT ADDED NEW VENDORS. WE HAVE REVAMPED SOME OF OUR OFFERINGS WITHIN THE VENDORS THAT WE'VE BEEN DEALING WITH, WE'VE ADD ED SOME RESOURCES WITH SOME OF OUR CURRENT VENDORS, BUT WE HAVEN'T ADDED ANY NEW VENDOR S AS YET. WHAT WE ARE PLANNING ON IN THE NEXT WEEK OR SO, EVERYONE SHOULD GET A LINK TO A SURVEY, AND THAT WILL GO OUT PRIMARILY ON THE MAR DISCUSSION LIST, AND WE WILL ALSO SEND IT OUT ON SOME OF THE OTHER LOCAL DISCUSSION LISTS, THE CHAPTER LISTS, AND SOME OF YOUR LOCAL CONSORTIA DISCUSSION LISTS, AND WHAT THIS SURVEY WILL DO IS EXPLAIN THE RESOURCES THAT WE CURRENTLY HAVE ACCESS TO AND ASK IF WITHIN THOSE VENDORS, THERE ARE ANY OTHER RESOURCES YOU WOULD LIKE US TO ADD, AND THEN PROVIDE A LIST WHICH IS BY NO MEANS COMPREHENSIVE OF OTHER RESOURCES THAT WE THINK YOU MIGHT BE INTERESTED IN, AND BASED ON THE RESPONSES TO THAT SURVEY, WE WILL GO OUT AND CONTACT THOSE VENDORS AND NEGOTIATE LICENSES -- OR NEGOTIATE PRICING OFFER INGS FOR OUR NEXT OFFER, AND THERE WILL ALSO BE FREE SPACE AVAILABLE AT THE END OF THE SURVEY TO ADD IN ANY RESOURCES WE MAY HAVE MISSED IN OUR LIST. AS I SAID BEFORE, BASED ON THE RESPONSES TO THE SURVEY, WE WILL GO OUT AND TALK TO THE VENDORS, AND AS LONG AS THE VENDOR IS AMENABLE TO WORKING WITH CON CONSORTIA, AND SO FAR EVERY VENDOR I'VE SPOKEN WITH SO FAR OF COURSE WOULD LOVE TO WORK WITH A CONSORTIA, SO THEN WE WILL BE ABLE TO HAVE AN OFFERING AVAILABLE THE NEXT TIME AROUND. SO WHY SHOULD YOU JOIN THE GROUP LICENSING INITIATIVE? HSLANG HAS A PROVEN TRACK RECORD OF SAVING LIBRARIES MONEY. WE ARE IN OUR TENTH YEAR OF DOING THIS, AND ABOUT FIVE YEARS AGO, WHEN WE TRIED TO FIGURE OUT HOW MUCH WE SAVED MONEY -- OR HOW MUCH MONEY WE HAD SAVED HOSPITALS, AT THAT POINT IN TIME, WE HAD ALREADY DECIDED THAT WE HAD SAVED HOSPITALS NEARLY \$2 MILLION IN LICENSING COSTS. IT'S BEEN A LONG TIME SINCE WE SAT DOWN TO FIGURE THAT OUT AGAIN AND THAT'S SOMETHING THAT'S ON MY LIST, LONG LIST OF THINGS TO DO . WE HANDLE THE NEGOTIATION FOR YOU OF BOTH PRICING AND LICENSING TERMS. WHEREVER POSSIBLE WE NEGOTIATE ACCESS INTO A LICENSE. WE ALSO NEGOTIATE INTERLIBRARY LOAN PRIVILEGES INTO THAT LICENSE. SO THAT IF YOU HAVE ACCESS TO ARCHIVES OF INTERNAL MEDICINE, YOU WILL BE ABLE TO LOAN ARTICLES THROUGH INTERLIBRARY LOAN DIRECTLY FROM THE RESOURCE RATHER THAN HAVING TO PRINT IT OUT AND SCAN IT AND RESEND THE WAY SOME LICENSES REQUIRE . AS WE EXPAND OUR SERVICE AREA ACROSS

THE MIDDLE ATLANTIC REGION , WE BELIEVE THAT AS WE HAVE MORE PARTICIPANTS AND ARE ABLE TO BRING MORE BUSINESS TO EACH VENDOR, WE WILL BE ABLE TO NEGOTIATE EVEN BETTER PRICING THAN WE CURRENTLY HAVE FOR SOME OF OUR RESOURCE, ESPECIALLY FOR THE NEWER RESOURCES THAT WE WOULD ADD. ALL OF THE PAPERWORK ISSUES WITH A VENDOR ARE HANDLED. I WOULD NEED TO CONTACT YOU FOR CERTAIN INFORMATION AND WE HAVE A DEMOGRAPHIC SHEET THAT WE ASK EVERY LIBRARY TO FILL OUT THAT INCLUDES CONTACT INFORMATION AND I.T. ADDRESSES AND THINGS LIKE THAT.

AND THOSE KINDS OF ISSUES ARE HANDLED. INVOICING ISSUES ARE HANDLED . YOU WON'T NEED TO WORRY ABOUT DEALING WITH AN INVOICE DIRECTLY WITH A VENDOR. HSLANJ IS THE FIDUCIARY SO WE GET THE INVOICE AND WE INVOICE YOU, AND WE'RE ABLE TO ADDRESS WHATEVER INVOICING ISSUES YOU MAY HAVE. IF YOU WOULD LIKE ONE GREAT BIG INVOICE FOR EVERYTHING YOU LICENSE, THAT'S FINE. IF YOU WANT AN INDIVIDUAL LICENSE FOR EACH OF YOUR DIFFERENT VENDORS, HOWEVER YOU NEED TO DO THINGS, WE'RE ABLE TO ACCOMMODATE YOU. AND WE HAVE VERY LOW ADMINISTRATIVE FEES FOR OUR RESOURCES. SO THE TIMELINE. TRADITIONALLY, WE HAVE DONE ONE OFFER A YEAR. WHEN WE STARTED GROUP LICENSING, OUR LIBRARIES HAD VERY LITTLE OR EVEN NO ACCESS TO ANY RESOURCES , SO WE PICKED JULY 1 AS OUR START DATE FOR ALL OF OUR LICENSES. AND THAT WORKED BECAUSE NOBODY HAD ACCESS TO ANYTHING SO WE DIDN'T NEED TO WORRY ABOUT OTHER LIBRARIES' EXISTING CONTRACTS . AS WE'RE GROWING, WE FIND THAT LIBRARIES ALREADY HAVE CONTRACTS AND IT MAKES IT MORE DIFFICULT FOR THEM TO ROLL THEIR PURCHASES INTO OUR PURCHASE, EITHER FOR BUDGETARY REASONS OR LICENSING REASONS, WHATEVER, SO WE'RE GOING TO OFFER A SECOND OFFERING THIS YEAR FOR LICENSE STARTS IF JANUARY. SO THAT OFFER WILL -- SO WHAT WE'RE DOING RIGHT NOW IS WE'RE PUTTING TOGETHER THE SURVEY OF WHAT KINDS OF RESOURCES PEOPLE WOULD LIKE TO SEE SO THAT WE CAN NEGOTIATE PRICING FOR OUR NEXT -- NEGOTIATE PRICING FOR OUR NEXT OFFER, AND NOW THROUGH OCTOBER, SO WE'LL BE WORKING WITH THOSE VENDORS AND I'LL BE WORKING WITH ANY OF YOU WHO WOULD LIKE TO JOIN US EITHER INDIVIDUALLY OR WITH YOUR LOCAL CONSORTIA, HOWEVER YOU WOULD LIKE TO DO THAT, SO WE'LL BE WORKING WITH PEOPLE TO -- ANYONE WHO WISHES TO JOIN US. IN OCTOBER, WE WILL FINALIZE ALL OF THE PRICING FOR THE RESOURCES THAT WE'RE OFFERING FOR NEXT YEAR, AND THE OFFER PACKAGE, AS WE CALL IT, IS CREATED AND WILL BE DISTRIBUTED TO EVERYBODY. THIS IS AN ENORMOUS PACKAGE WHEN IT COMES OUT TO YOU. I BELIEVE THIS YEAR'S PACKAGE WAS LIKE 35 OR 38 PAGES, AND IT LOOKS VERY DAUNTING, BUT AS YOU SIT DOWN AND BREAK IT DOWN, IT'S REALLY NOT AS BAD AS IT LOOKS, AND WE'RE HERE TO HELP YOU EVERY STEP OF THE WAY . THROUGH NOVEMBER, WE WOULD CONTINUE WORKING WITH LIBRARIES THAT HAVE QUESTIONS ON ANY ORDERS THAT THEY WANT TO SUBMIT, FILE SWITCHOVER QUESTIONS THAT NEED TO BE ADDRESSED, THINGS LIKE THAT, AND THEN ORDERS WILL BE DUE SOMETIME RIGHT AROUND -- RIGHT BEFORE THANKSGIVING, IN THE EARLY PART OF DECEMBER THEN, ORDERS ARE COMPILED AND THE FINAL PRICING IS DETERMINED AND INVOICES ARE ISSUED AND THE ORDERS ARE SUBMITTED TO THE VENDORS AND THEN IN JANUARY, YOUR LICENSES WILL START . DEPENDING ON WHEN ORIGINAL INVOICES GO OUT, INVOICES WOULD BE DUE IN JANUARY OR FEBRUARY, WE AT THAT POINT THEN DEAL WITH ANY SWITCHOVER ISSUES YOU

MIGHT HAVE, AND THEN WE BEGIN WORKING ON THE NEXT OFFER, WHICH WOULD GO OUT IN MARCH FOR JULY STARTS. SO IT WILL BE A CONTINUOUS CYCLE WORKING THROUGH THE YEAR. SO WHAT'S IN THE FUTURE? AS I MENTIONED EARLIER, THE MIDDLE ATLANTIC REGION HAS ASKED US TO EXPAND, TO COVER LIBRARIES IN THE ENTIRE MAR REGION, PENNSYLVANIA, NEW YORK, NEW JERSEY AND DELAWARE, SO WE'RE TRYING TO WORK WITH EITHER INDIVIDUAL LIBRARIES OR WITH LIBRARY CONSORTIA THROUGHOUT THE REGION TO ADDRESS ANY CONCERNS YOU MIGHT HAVE AND TO ENCOURAGE PARTICIPATION. BECAUSE OBVIOUSLY LARGER PARTICIPATION MEANS GREATER DISCOUNTS FOR YOUR RESOURCES . WE WILL ALSO BE OFFERING ADDITIONAL RESOURCES BASED ON INTEREST. THAT'S BASICALLY THE END OF MY PRESENTATION. I WOULD LIKE TO OFFER A SPECIAL THANK YOU TO SUE SCHULTZ AT YORK HOSPITALS WHO HELPED ME OUT IN A PINCH AND ALLOWED ME TO USE HER OFFICE TODAY, AND HERE IS A LINK TO OUR WEBSITE THAT HAS MORE INFORMATION ABOUT THE GROUP LICENSING Error: Could not locate captions for event. You have been added to the waiting list.

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TEST TEST IF IT'S ONE, IF IT'S THREE, AND AGAIN, LET ME REPHRASE THAT. SINGLE STANDALONE HOSPITALS CAN PURCHASE JUST ONE SEAT. SYSTEMS HAVE TO PURCHASE A MINIMUM NUMBER OF SEATS .

>> DOES ANYBODY HAVE ANY OTHER QUESTIONS?

>> I HAD A QUESTION ABOUT EXISTING CONTRACTS.

>> OKAY.

>> OKAY. SO WHEN YOU START FOR THE JANUARY ROLLOUT, IF YOU HAVE, LIKE OUR NURSING REFERENCE CENTER COMES UP IN NOVEMBER, SO WHAT WOULD YOU DO IN A SITUATION LIKE THAT IF WE WANTED TO JOIN IN AND NOT LOSE ACCESS FROM NOVEMBER TO JANUARY?

>> MOST VENDORS ARE WILLING TO WORK WITH YOU, WITH US , TO BRIDGE THE GAP FOR YOU.

>> OH, OKAY.

>> WE HAVE SOMEBODY IN THE CHAT BOX WHO ASKED, DID YOU SAY THAT YOU HAVE SOME MEDICAL SCHOOLS, AND IF THAT'S THE CASE, ARE YOU FINDING DIFFERENT CHARGES FOR ACADEMIC AND HOSPITAL LIBRARIES ? WE HAD PRIMARILY ONLY BEEN -- OUR RESOURCES HAVE PRIMARILY ONLY BEEN AVAILABLE FOR HOSPITALS. STARTING WITH THIS YEAR, BMJ HAS ASKED US TO INCLUDE ACADEMICS IN OUR OFFERINGS. SO UNIVERSITY MEDICAL LIBRARIES ARE ALLOWED TO PARTICIPATE FOR BMJ PRODUCTS ONLY. AND IT'S THE SAME PRICE ACROSS THE BOARD. ALTHOUGH THEY FIGURE PRICING ON FTE AT THE UNIVERSITY LEVEL, THERE IS A CONVERSION FACTOR THAT WE USE THAT CONVERTS YOU INTO THE BED MODEL THAT WE USE SO THAT YOU ARE ABLE TO PARTICIPATE WITH BMJ ONLY.

>> CHRISTMAS IN JULY --

>> SAY AGAIN? WE CAN'T HEAR YOU.

>> I THINK SOMEBODY WAS ASKING ABOUT PUBMED. ANY OTHER QUESTIONS?

>> I JUST WANTED TO CLARIFY. SO AK DEPICK ACADEMIC MEDICAL CENTERS ARE NOT ELIGIBLE TO PARTICIPATE IN ANYTHING EXCEPT BMJ?

>> THAT'S CORRECT.

>> OKAY.

>> OTHER QUESTIONS?

>> YES. THIS IS TWYLA, ROB, I'M SO SORRY I MISSED YOUR PRESENTATION AT SOUTH BEACH. I UNDERSTAND IT WAS VERY WELL RECEIVED. BUT I HAVE A QUESTION ABOUT THE INVOICING. AS WE ALL KNOW, HOSPITALS ARE NOTORIOUS AT NOT ONLY PAY 90 BUT PAY EVEN LONGER THAN THAT. I NOTICE YOU SAID YOU SEND OUT THE INVOICES IN DECEMBER AND THEY'RE DUE IN JANUARY. I'M JUST CURIOUS, ARE THERE FINANCE CHARGE S IF IT'S MORE THAN 30 DAYS OR HOW TO DO THAT, BECAUSE I KNOW YOU CAN'T -- THESE INVOICES, MAKE PAYMENTS TO THE VENDORS, YOU DON'T HAVE FINANCIAL ABILITY TO DO THAT?

>> SO FAR, WE HAVE NOT HAD BIG ISSUES WITH THIS . I WORKED IN HOSPITALS FOR MANY YEARS SO I KNOW THAT TRYING TO ADD A FINANCE CHARGE OR A SERVICE CHARGE OR SOMETHING LIKE THAT ON A PAST DUE INVOICE IS A WASTE OF MY TIME AND ACCOUNTS PAYABLE'S TIEBL BECAUSE THEY SIMPLY ARE NOT GOING TO PAY IT. I PUT 30 DAYS ON -- DUE ON THE INVOICE, BUT -- AND I PROBABLY SHOULD NOT SAY THIS PUBLICLY BUT I KNOW -- I WILL, I DON'T GET TWITCHY UNTIL 90 DAYS. THE MAJORITY OF OUR INVOICES ARE PAID WITHIN 90.

>> DO YOU ANTICIPATE OTHER VENDORS BESIDES BMJ TO BEGIN ALLOWING ACADEMIC MEDICAL CENTERS TO PARTICIPATE?

>> IT'S SOMETHING THAT I WILL ASK GOING FORWARD AS WE BRING IN NEW VENDORS. I CAN'T -- I DON'T KNOW HOW TO SAY -- I CAN'T PREDICT WHAT THEY'RE GOING TO PREDICT WHAT THEY'RE GOING TO ANSWER, BUT IT'S CERTAINLY I'M GOING TO ASK GOING FORWARD.

>> OTHER QUESTIONS? OKAY. WELL, I'M DELIGHTED TO SAY THAT WE'VE HAD AT LEAST A LITTLE BIT OVER 40 PEOPLE JOIN US TODAY. OH, WAIT, THERE'S ONE MORE QUESTION. DO YOU HAVE ANY SUGGESTION FOR HOSPITAL LIBRARIES WHO HAVE ONLINE JOURNAL SUBSCRIPTIONS AND JUST ACCEPTED THEIR STANDARD AGREEMENT S IF THEY DO NOT PERMIT INTERLIBRARY LOAN WOULD REQUEST TO ALLOW THAT END UP WITH MORE CHARGES?

>> I DON'T KNOW. I HAVEN'T -- I HAVEN'T SEEN AN INSTANCE OF THE PRICE GOING UP BECAUSE YOU ASK FOR A MODIFICATION TO YOUR LICENSE. ALL I WOULD SUGGEST TO YOU IS ASK. ASK, ASK, ASK. ALL THEY CAN SAY IS NO, AND THEY MAY WELL ACCOMMODATE YOUR REQUEST. BUT ALWAYS ASK.

>> ANY LAST QUESTIONS?

>> AND ACTUALLY, IF I CAN GO BACK TO THAT FOR A MOMENT, NOW THAT I'M THINKING ABOUT IT, ONE OF OUR DELAWARE PARTICIPANTS DID INDEED ASK TO RENEGOTIATE HER LICENSE WHEN HER RENEWAL CAME DUE. I'M TRYING TO THINK, I BELIEVE IT WAS FOR AN AMA JOURNAL, AND SHE WAS ABLE TO GET INTERLIBRARY LOAN AS PART OF THE RENEWAL THIS TIME AROUND.

>> GREAT. OTHER QUESTIONS? THAT RIGHT NOW . SECONDLY, I JUST WANT TO SAY IN JUST A COUPLE SECONDS, WHAT I'M GOING TO DO IS, I'M GOING TO MAKE SURE EVERYONE IS MUTED BECAUSE EVERYONE IN A WHILE PEOPLE DON'T REALIZE WE HEAR BACKGROUND NOISE IN YOUR OFFICE OR YOU HAVE OTHER PEOPLE COME IN THROUGH YOUR OFFICE DOOR, SO I AM GOING TO MUTE EVERYONE THAT IS JOINING US. LET ME JUST SAY THAT AT ANY POINT, YOU CAN UNMUTE YOURSELF BY PRESSING STAR 6 AND YOU'LL ALSO SEE THAT MESSAGE IN THE LOWER LEFT HAND CORNER OF YOUR ADOBE CONNECT WINDOW. WE DO ASK THAT EVERYONE PLEASE MAKE SURE THAT YOU REMAIN MUTED WHILE ROB IS SPEAKING TODAY. WE DON'T WANT TO -- WE WANT DO ASK THAT YOU PLEASE SAVE YOUR QUESTIONS UNTIL THE VERY END, AND AS I SAID, WHEN ROB IS DONE TALKING AND IF YOU WANT TO ASK SOMETHING VERBALLY, TO UNMUTE YOUR PHONE, YOU JUST SIMPLY NEED TO TO DO STAR 6. I WANT TO POINT EVERYONE TO THE CHAT BOX RIGHT NOW. LET ME ENTER THIS MESSAGE ONE MORE TIME. I'M ASKING EVERYONE THAT AS YOU LOG IN, PLEASE TYPE IN YOUR ZIP CODE SO WE HAVE A NICE IDEA OF WHERE EVERYONE IS COMING FROM, FROM AROUND OUR REGION, TO JOIN US FOR OUR MEETING TODAY. ALL RIGHT. SO RIGHT NOW I'M GOING TO MUTE ALL US, SO BEAR WITH ME JUST ONE MOMENT HERE.

>> OPERATOR: ALL GUESTS HAVE BEEN MUTED. YOU CAN UNMUTE YOUR LINE BY PRESSING STAR 6. SO EVERYONE SHOULD NOW BE MUTED. AND LIKE I SAY AT THE VERY END OF THE MEETING, WHEN ROB IS DONE TALKING TO UNMUTE YOURSELF, JUST PRESS STAR 6. I DO WANT TO WELCOME EVERYONE. I WANT TO BEFORE WE GET GOING ALSO MENTION THAT IN RECENT WEEKS WE HAVE HAD SOME OCCASIONAL MINOR PROBLEMS WITH ADOBE CONNECT WHICH IS WHAT WE'RE USING FOR OUR MEETING TODAY, SO WHAT I WANT TO SAY IS THAT IF ANYONE LOSES THE CONNECTION AT ANY POINT, WHAT YOU CAN DO IS JUST SIMPLY DIAL BACK IN, ONCE AGAIN ON OUR MAR WEBSITE, I GIVE THE PHONE NUMBER FOR PEOPLE TO USE IN ORDER TO BE ABLE TO DIAL BACK IN. IT'S AN WILL 6 OF NUMBER, LET ME REMIND MYSELF AS WELL. WILL WILL WILL # 88-4 # A 0-5996, PARTICIPANT CODE IS 888072. IF ANYBODY LOSES THEIR CONNECTION, YOU CAN REJOIN US BY DIALING IN. ALSO I PUT UP THERE IN THE EVENT IF ANYONE CANNOT CONNECT ONLINE OR CANNOT CONNECT BY PHONE, I'M HOPING THAT DOESN'T HAPPEN, BUT IF IT DOES, WE DID PUT UP THE POWERPOINT SLIDES FOR TODAY'S DISCUSSION. ALL RIGHT. LET ME INTRODUCE ROB AND TELL YOU A LITTLE BIT ABOUT HIM AND HIS BACKGROUND. ROB HAS BEEN PROJECT MANAGER FOR THE HSLANG INITIATIVE SINCE 2010. HE HOLDS A MASTER'S DEGREE IN LIBRARY SCIENCE AND HAS BEEN A DISTINGUISHED MEMBER OF THE ACADEMY OF HEALTH INFORMATION PROFESSIONALS AND HAS BEEN A MEDICAL LIBRARIAN IN BOTH NEW JERSEY AND DELAWARE FOR 19 YEARS. PRIOR TO MANAGING THE HSLANG GLI, HE WAS PROJECT MANAGER FOR THE DELAWARE RESOURCES ALLIANCE, AN INITIATIVE OF THE DELAWARE ACADEMY OF MEDICINE. ROB HAS BEEN INVOLVED IN HSLANG, MLA, HOSPITAL LIBRARY SECTION, AND THE NEW YORK, NEW JERSEY AND PHILADELPHIA MLA CHAPTER FORCE MANY YEARS. AMONG ROB'S

ACHIEVEMENTS ARE THE MEDICAL LIBRARY ASSOCIATION'S REUTERS FRANK BRADBURY ROGERS INFORMATION ACHIEVEMENT AWARD, THE HEALTH SCIENCES LIBRARY ASSOCIATION OF NEW JERSEY LIBRARIAN OF THE YEAR, AND THE HOSPITAL LIBRARY SECTION LEADERSHIP AWARD. SO AT THIS POINT, I WOULD LIKE TO WELCOME ROB AND LET HIM GO AHEAD AND SPEAK.

>> THANKS VERY MUCH, MISSY. AND I'D LIKE TO THANK THE RML FOR GIVING ME THE OPPORTUNITY TO TALK TO EVERYBODY TODAY. RIGHT NOW I'M WORKING ON A SPEAKERPHONE SO IF IT BECOMES AN ISSUE FOR PEOPLE TO HEAR ME, PLEASE LET MISSY KNOW SO THAT SHE CAN LET ME KNOW. I CAN'T SEE THE ADOBE CHAT WINDOW SO I DON'T KNOW WHAT'S GOING ON. I'M GOING TO SPEAK FOR ABOUT 40 MINUTES OR SO ABOUT THE HSLANG GROUP LICENSING INITIATIVE, AND ONCE I'M DONE, THEN I'LL BE ABLE TO ANSWER YOUR QUESTIONS. OUR OBJECTIVES TODAY ARE THERE I WILL GIVE YOU A BRIEF HISTORY OF HSLANG GROUP LICENSING, HOW WE GOT STARTED AND HOW WE GOT TO WHERE WE ARE TODAY. A LITTLE BIT OF AN UNDERSTANDING OF WHAT GROUP LICENSING IS FOR THOSE WHO MAY NOT BE FAMILIAR , WHY SHOULD YOU PARTICIPATE, WHAT RESOURCES ARE OFFERED, A TIMELINE OF HOW WE ARE MOVING FORWARD, AND WHAT WE'RE WORKING ON FOR THE FUTURE . SO THE HISTORY OF HSLANG GROUP LICENSING, HSLANG IS 40 YEARS OLD, WE JUST CELEBRATED OUR 40TH ANNIVERSARY IN APRIL , WE HAVE 65 INSTITUTIONAL AFFILIATE MEMBERS IN THE STATE OF NEW JERSEY. WE'RE PRIMARILY HOSPITAL AND MEDICAL SCHOOL LIBRARIES, AND HSLANG CREATED THE NEW JERSEY HEALTH LICENSES NETWORK FOR INTERLIBRARY LOAN WHICH IS A PRECURSOR TO THE BUSINESS BISSELL PROGRAM. THE IDEA FORMED IN THE SUMMER OF 2002 IN COLLABORATION WITH HSLANG UMDNJ AND THE NEW JERSEY HOSPITAL ASSOCIATION. THE LIBRARIANS AT UMDNJ WERE PARTICIPATING IN A PROGRAM CALLED VEIL, WHICH IS A VIRTUAL ACADEMIC LIBRARY SOMETHING, I CAN'T REMEMBER WHAT THAT STANDS FOR RIGHT NOW, BUT ESSENTIALLY GROUP LICENSING FOR ACADEMIC LIBRARIES, SO WE WERE TAKING THEIR EXPERIENCE AND ADAPTING IT TO THE WAY HOSPITALS WOULD BE LICENSING RESOURCES. WE SURVEYED OUR MEMBERS TO DETERMINE WHAT THEIR NEEDS AND INTERESTS WERE FOR THE RESOURCES WE WOULD OFFER, IDENTIFIED ANY OBSTACLES SUCH AS BILLING ISSUES OR THINGS LIKE THAT, IT ISSUES, AND IDENTIFIED A FIDUCIARY AGENT. AFTER THAT SURVEY, WE CHOSE AVID AS OUR FIRST VENDOR. WE HAD JUST A FEW RESOURCES AVAILABLE AND THE FIRST OFFER WENT OUT IN 2002 OR RATHER I'M SORRY IN 2003 WITH A START IN JULY OF 2003. THERE WERE 17 LIBRARIES INVOLVED, TOTAL SALES WERE \$130,800. BY THE THIRD YEAR, WE HAD GROWN TO 40 LIBRARIES, NEARLY \$300,000 IN SALES, AND WE ADDED SEVERAL MORE VENDORS . IN ADDITION TO THE RESOURCES WE HAD FROM AVID. BY THE NINTH YEAR, WE WERE UP TO 71 LIBRARY IES. OVER \$1.2 MILLION IN SALES AND HAD ADDED NEW ENGLAND JOURNAL OF MEDICINE AND BMJ JOURNALS TO ALL THE OTHER RESOURCES THAT WE WERE OFFERING. BY THIS POINT IN TIME, WE HAD ALSO EXPANDED OUTSIDE OF THE STATE OF NEW JERSEY TO INCLUDE SOME LIBRARIES IN DELAWARE AND SOUTHEASTERN PENNSYLVANIA. FOR THE CURRENT YEAR, WE'RE IN OUR TENTH YEAR, AND WE NOW HAVE 90 LIBRARIES THAT ARE INVOLVED, AND HAD \$1.7 MILLION IN SALES. EACH YEAR, WE ADDED A FEW MORE LIBRARIES STARTING WITH 17, AND WE ADDED A FEW MORE LIBRARIES THROUGH YEAR FIVE. THEN IN 2009, UNEXPECTEDLY, THE NEW JERSEY HOSPITAL ASSOCIATION CLOSED THEIR LIBRARY. MICHELLE, WHO WAS ONE OF THE FOUNDERS OF THE GROUP LICENSING INITIATIVE WORKED FOR NEW JERSEY HOSPITAL ASSOCIATION, AND WE WERE STRUGGLING WITH HOW WE WERE GOING TO CONTINUE OFFERING THE GROUP LICENSING. WE DECIDED AS AN

ORGANIZATION WITHIN HSLANG THAT WE WOULD TAKE IT ON AND SEE WHAT WE COULD DO ABOUT KEEPING IT GOING . AND CARRY -- CO-CHAIR THE COMMITTEE AND I CAME ON AS PROJECT MANAGER . AT THAT TIME, ALSO, THE RML OFFERED US AN AWARD TO HELP US WITH OUR ADMINISTRATIVE COSTS FOR REBUILDING THE INITIATIVE , AND THEIR CAVEAT OR HOOK FOR DOING THAT IS, IF WE GIVE YOU THIS MONEY, WE WOULD LIKE YOU TO EXPAND TO INCLUDE HOSPITAL LIBRARIES IN THE ENTIRE REGION. SO WE CERTAINLY WEREN'T GOING TO TURN DOWN MONEY, SO THAT'S WHAT WE STARTED WORKING ON. WE PUT TOGETHER A PROPOSAL AND A BUSINESS PLAN TO TRY TO FIGURE OUT HOW WE WERE GOING TO EFFECT THAT CHANGE OR THE INCREASE . 2010 AND 11, WE DID NOT LOSE ANY RESOURCES, WE DIDN'T REALLY GAIN OR LOSE ANY LIBRARIES, WE WERE STATUS QUO, AND ACTUALLY I MISSPOKE, WE DID LOSE ONE RESOURCE. WE DROPPED -- WE USED TO HAVE ACCESS TO THE JOANNA BRIGGS INSTITUTE AND WE DROPPED THAT BECAUSE THERE WERE A LOT OF LICENSING RESTRICTIONS THAT PREVENTING US FROM DOING THAT. FOR 2011-12, THE LIBRARIES REMAINED THE SAME AND WE DROPPED LEXIS BECAUSE THERE WAS VERY LITTLE INTEREST IN THE RESOURCE. SO WHAT IS GROUP LICENSING? GROUP LICENSING IS BASICALLY WHAT IT SOUNDS LIKE, A GROUP OF LIBRARIES GETTING TOGETHER AND PURCHASING RESOURCES AS A BLOCK TO NEGOTIATE AN OVERALL LOWER PRICE FOR EVERYBODY EVERYBODY. ALL OF THE LIBRARIES SHARE THE COST IN SOME WAY, SHAPE OR FORM, WHETHER IT'S DIVIDED EQUALLY AMONG ALL PARTICIPANTS AND RE BREAK THINGS OUT ACCORDING TO BED SIZE, SOME OF THAT IS OUR DOING, SOME OF IT IS THE VENDOR DOING, DEPENDING ON HOW PRICING IS OFFED FROM A VENDOR. THERE ARE DIFFERENT TYPES OF LICENSES, AND I'M SURE THAT MOST OF YOU ARE FAMILIAR WITH THESE KINDS OF LICENSES, EITHER THE CONCURRENT USER ACCESS WHERE YOU HAD SO MANY SEATS THAT PEOPLE CAN OCCUPY AT ONE TIME OR UNLIMITED ACCESS TO THE RESOURCE . THE BOTTOM LINE IS A COST SAVINGS OVERLY SENSING THE RESOURCES ON YOUR OWN. IN SOME CASES, IT MAY JUST BE A FEW HUNDRED DOLLARS PER RESOURCE. IN ONE CASE, IN THE CASE OF STAFF REF, OUR LIBRARIES ARE PAYING ALMOST 90% LESS FOR THE PACKAGE THAT THEY'RE GETTING THAN THEY WOULD PAY IF THEY WERE LICENSING IT ON THEIR OWN. LIBRARIANS REALLY DON'T HAVE A PROBLEM SELLING GROUP LICENSING TO THEIR VENDORS -- OR I MEAN TO THEIR ADMINISTRATORS, BECAUSE MOST HOSPITALS ALREADY PARTICIPATE IN SOME SORT OF GROUP PURCHASING CONSORTIA TO PURCHASE SUPPLIES OR DRUGS OR EQUIPMENT FOR THEIR HOSPITALS. SO IT'S A WIN-WIN FOR EVERYBODY. SO WHAT RESOURCES DO WE OFFER? WE CURRENTLY OFFER DIFFERENT PACKAGES FROM EBSCO. THERE ARE A FEW CAVEATS THAT I WOULD EXPLAIN INDIVIDUALLY TO LIBRARIANS AS THEY WOULD CONTACT US FOR ACCESS, THERE ARE SOME THINGS THAT WE CAN OFFER EVERYBODY, SOME THINGS THAT WE CAN ONLY OFFER CERTAIN PEOPLE DUE TO RESTRICTIONS FROM EBSCO, BUT CURRENTLY WE HAVE SEVERAL DIFFERENT PACKAGES , REHAB REFERENCE CENTER , AND THOSE PACKAGES, THEY'RE ADMINISTRATIVE RESOURCES LIKE HEALTH BUSINESS ELITE, SOME OF THE PACKAGES OF BIOMEDICAL JURN JOURNALS, THE PSYCH RESOURCES, PSYCH INFO AND SO FORTH, THERE IS ACCESS TO CONSUMER HEALTH INFORMATION, REHAB LITERATURE AS WELL AS THE COCHRAN LIBRARY. FROM OVID, THE APA PACKAGES ARE AVAILABLE THROUGH OVID AS WELL. AS WELL AS SEVERAL DIFFERENT E JOURNAL AND E BOOK PACKAGES, WHICH ACTUALLY CHANGE ON AN ANNUAL BASIS AS THOSE PACKAGE S CHANGE AS NEW EDITIONS COME OUT. WE ALSO OFFER ACCESS TO OV IDS LINK RESOLVER, THEIR FEDERATED SEARCH TOOL AND THEIR NEW OVIDMD RESOURCE . THERE'S ALSO A COMPREHENSIVE OFFERING OF SYD JOURNAL TITLES, SO YOU'RE NOT JUST STUCK BUYING PACKAGES OF TITLES, YOU CAN ALSO BUY A LOT OF INDIVIDUAL TITLES AS

WELL. AND COMING FOR THE FALL, OVID IS GOING TO BE ABLE TO OFFER ACCESS TO THE JOANNA BRIGGS INSTITUTE RESOURCES, AND THAT WAS THE RESOURCE THAT I SAID WE HAD TO DROP A COUPLE OF YEARS AGO . WE HAVE AN OFFERING FROM STAT REF. IN THAT OFFERING, WE HAVE ABOUT 23 E BOOKS AS WELL AS ACCESS TO ACP PIER, ALONG WITH ALL OF THE BOOKS FROM STAT REV, YOU GET SOME OTHER RESOURCES INCLUDING MEDICAL, HEALTHCARE CALCULATORS, AND WE ALSO HAVE ACCESS TO STEADMAN'S DICTIONARY THAT WAY AS WELL. THIS YEAR WE ALSO HAVE ACCESS FROM MCGRAW-HILL TO ALL OF THE ACCESS PACKAGES. ACCESS MEDICINE, SURGERY, PEDS, EMERGENCY MEDICINE AND ANESTHESIOLOGY AS WELL AS JAMA EVIDENCE. AND WITH MCGRAW-HILL IN PARTICULAR, IF YOU HAVE AN EXISTING CONTRACT WITH THEM, UNFORTUNATELY YOU'RE NOT GOING TO BE ABLE TO ROLL THAT OVER INTO THE GROUP -- INTO OUR GROUP LICENSE. YOU WOULD ONLY BE ABLE TO PURCHASE NEW RESOURCES THROUGH THAT. BMJ, WE HAVE SEVERAL DIFFERENT PACKAGES AVAILABLE FROM BMJ, INCLUDING A VERY POPULAR PACKAGE OF 10 JOURNALS, WHICH INCLUDES ACCESS TO THINGS LIKE BMJ, THORAX, GUT, HEART. THERE ARE THREE DIFFERENT EVIDENCE-BASED MEDICINE TITLES, EVIDENCE-BASED MEDICINE, NURSING AND MENTAL HEALTH, I BELIEVE ARE THOSE TITLES, SO IT'S 10 HIGH IMPACT, IF YOU WILL, JOURNALS THAT ARE AVAILABLE AT AN EXCELLENT PRICE. WE HAVE SEVERAL DIFFERENT POINT OF CARE TOOLS AVAILABLE FROM BMJ SUCH AS THEIR CASE REPORTS AND JAMA CLINICAL EVIDENCE, AND THERE ARE SEVERAL, FOUR OR FIVE, ALA CARTE TITLES AVAILABLE THROUGH BMJ SUCH AS JAMIA AND THOSE TITLES ARE AVAILABLE FROM BMJ. WE HAVE ACCESS TO THE NEW ENGLAND JOURNAL OF MEDICINE . SO FAR WE HAVE NOT ADDED NEW VENDORS. WE HAVE REVAMPED SOME OF OUR OFFERINGS WITHIN THE VENDORS THAT WE'VE BEEN DEALING WITH, WE'VE ADDED SOME RESOURCES WITH SOME OF OUR CURRENT VENDORS, BUT WE HAVEN'T ADDED ANY NEW VENDORS AS YET. WHAT WE ARE PLANNING ON IN THE NEXT WEEK OR SO, EVERYONE SHOULD GET A LINK TO A SURVEY, AND THAT WILL GO OUT PRIMARILY ON THE MAR DISCUSSION LIST, AND WE WILL ALSO SEND IT OUT ON SOME OF THE OTHER LOCAL DISCUSSION LISTS, THE CHAPTER LISTS, AND SOME OF YOUR LOCAL CONSORTIA DISCUSSION LISTS, AND WHAT THIS SURVEY WILL DO IS EXPLAIN THE RESOURCES THAT WE CURRENTLY HAVE ACCESS TO AND ASK IF WITHIN THOSE VENDORS, THERE ARE ANY OTHER RESOURCES YOU WOULD LIKE US TO ADD, AND THEN PROVIDE A LIST WHICH IS BY NO MEANS COMPREHENSIVE OF OTHER RESOURCES THAT WE THINK YOU MIGHT BE INTERESTED IN, AND BASED ON THE RESPONSES TO THAT SURVEY, WE WILL GO OUT AND CONTACT THOSE VENDORS AND NEGOTIATE LICENSES -- OR NEGOTIATE PRICING OFFERINGS FOR OUR NEXT OFFER, AND THERE WILL ALSO BE FREE SPACE AVAILABLE AT THE END OF THE SURVEY TO ADD IN ANY RESOURCES WE MAY HAVE MISSED IN OUR LIST. AS I SAID BEFORE, BASED ON THE RESPONSES TO THE SURVEY, WE WILL GO OUT AND TALK TO THE VENDORS, AND AS LONG AS THE VENDOR IS AMENABLE TO WORKING WITH CON CONSORTIA, AND SO FAR EVERY VENDOR I'VE SPOKEN WITH SO FAR OF COURSE WOULD LOVE TO WORK WITH A CONSORTIA, SO THEN WE WILL BE ABLE TO HAVE AN OFFERING AVAILABLE THE NEXT TIME AROUND. SO WHY SHOULD YOU JOIN THE GROUP LICENSING INITIATIVE? HSLANG HAS A PROVEN TRACK RECORD OF SAVING LIBRARIES MONEY. WE ARE IN OUR TENTH YEAR OF DOING THIS, AND ABOUT FIVE YEARS AGO, WHEN WE TRIED TO FIGURE OUT HOW MUCH WE SAVED MONEY -- OR HOW MUCH MONEY WE HAD SAVED HOSPITALS, AT THAT POINT IN TIME, WE HAD ALREADY DECIDED THAT WE HAD SAVED HOSPITALS NEARLY \$2 MILLION IN LICENSING COSTS. IT'S BEEN A LONG TIME SINCE WE SAT DOWN TO FIGURE THAT OUT AGAIN AND THAT'S SOMETHING THAT'S ON MY LIST, LONG LIST OF THINGS TO DO . WE HANDLE THE NEGOTIATION FOR

YOU OF BOTH PRICING AND LICENSING TERMS. WHEREVER POSSIBLE WE NEGOTIATE ACCESS INTO A LICENSE. WE ALSO NEGOTIATE INTERLIBRARY LOAN PRIVILEGES INTO THAT LICENSE. SO THAT IF YOU HAVE ACCESS TO ARCHIVES OF INTERNAL MEDICINE, YOU WILL BE ABLE TO LOAN ARTICLES THROUGH INTERLIBRARY LOAN DIRECTLY FROM THE RESOURCE RATHER THAN HAVING TO PRINT IT OUT AND SCAN IT AND RESEND THE WAY SOME LICENSES REQUIRE . AS WE EXPAND OUR SERVICE AREA ACROSS THE MIDDLE ATLANTIC REGION , WE BELIEVE THAT AS WE HAVE MORE PARTICIPANTS AND ARE ABLE TO BRING MORE BUSINESS TO EACH VENDOR, WE WILL BE ABLE TO NEGOTIATE EVEN BETTER PRICING THAN WE CURRENTLY HAVE FOR SOME OF OUR RESOURCE, ESPECIALLY FOR THE NEWER RESOURCES THAT WE WOULD ADD. ALL OF THE PAPERWORK ISSUES WITH A VENDOR ARE HANDLED. I WOULD NEED TO CONTACT YOU FOR CERTAIN INFORMATION AND WE HAVE A DEMOGRAPHIC SHEET THAT WE ASK EVERY LIBRARY TO FILL OUT THAT INCLUDES CONTACT INFORMATION AND I.T. ADDRESSES AND THINGS LIKE THAT.

AND THOSE KINDS OF ISSUES ARE HANDLED. INVOICING ISSUES ARE HANDLED . YOU WON'T NEED TO WORRY ABOUT DEALING WITH AN INVOICE DIRECTLY WITH A VENDOR. HSLANJ IS THE FIDUCIARY SO WE GET THE INVOICE AND WE INVOICE YOU, AND WE'RE ABLE TO ADDRESS WHATEVER INVOICING ISSUES YOU MAY HAVE. IF YOU WOULD LIKE ONE GREAT BIG INVOICE FOR EVERYTHING YOU LICENSE, THAT'S FINE. IF YOU WANT AN INDIVIDUAL LICENSE FOR EACH OF YOUR DIFFERENT VENDORS, HOWEVER YOU NEED TO DO THINGS, WE'RE ABLE TO ACCOMMODATE YOU. AND WE HAVE VERY LOW ADMINISTRATIVE FEES FOR OUR RESOURCES. SO THE TIMELINE. TRADITIONALLY, WE HAVE DONE ONE OFFER A YEAR. WHEN WE STARTED GROUP LICENSING, OUR LIBRARIES HAD VERY LITTLE OR EVEN NO ACCESS TO ANY RESOURCES , SO WE PICKED JULY 1 AS OUR START DATE FOR ALL OF OUR LICENSES. AND THAT WORKED BECAUSE NOBODY HAD ACCESS TO ANYTHING SO WE DIDN'T NEED TO WORRY ABOUT OTHER LIBRARIES' EXISTING CONTRACTS . AS WE'RE GROWING, WE FIND THAT LIBRARIES ALREADY HAVE CONTRACTS AND IT MAKES IT MORE DIFFICULT FOR THEM TO ROLL THEIR PURCHASES INTO OUR PURCHASE, EITHER FOR BUDGETARY REASONS OR LICENSING REASONS, WHATEVER, SO WE'RE GOING TO OFFER A SECOND OFFERING THIS YEAR FOR LICENSE STARTS IF JANUARY. SO THAT OFFER WILL -- SO WHAT WE'RE DOING RIGHT NOW IS WE'RE PUTTING TOGETHER THE SURVEY OF WHAT KINDS OF RESOURCES PEOPLE WOULD LIKE TO SEE SO THAT WE CAN NEGOTIATE PRICING FOR OUR NEXT -- NEGOTIATE PRICING FOR OUR NEXT OFFER, AND NOW THROUGH OCTOBER, SO WE'LL BE WORKING WITH THOSE VENDORS AND I'LL BE WORKING WITH ANY OF YOU WHO WOULD LIKE TO JOIN US EITHER INDIVIDUALLY OR WITH YOUR LOCAL CONSORTIA, HOWEVER YOU WOULD LIKE TO DO THAT, SO WE'LL BE WORKING WITH PEOPLE TO -- ANYONE WHO WISHES TO JOIN US. IN OCTOBER, WE WILL FINALIZE ALL OF THE PRICING FOR THE RESOURCES THAT WE'RE OFFERING FOR NEXT YEAR, AND THE OFFER PACKAGE, AS WE CALL IT, IS CREATED AND WILL BE DISTRIBUTED TO EVERYBODY. THIS IS AN ENORMOUS PACKAGE WHEN IT COMES OUT TO YOU. I BELIEVE THIS YEAR'S PACKAGE WAS LIKE 35 OR 38 PAGES, AND IT LOOKS VERY DAUNTING, BUT AS YOU SIT DOWN AND BREAK IT DOWN, IT'S REALLY NOT AS BAD AS IT LOOKS, AND WE'RE HERE TO HELP YOU EVERY STEP OF THE WAY . THROUGH NOVEMBER, WE WOULD CONTINUE WORKING WITH LIBRARIES THAT HAVE QUESTIONS ON ANY ORDERS THAT THEY WANT TO SUBMIT, FILE SWITCHOVER QUESTIONS THAT NEED TO BE ADDRESSED, THINGS LIKE THAT, AND

THEN ORDERS WILL BE DUE SOMETIME RIGHT AROUND -- RIGHT BEFORE THANKSGIVING, IN THE EARLY PART OF DECEMBER THEN, ORDERS ARE COMPILED AND THE FINAL PRICING IS DETERMINED AND INVOICES ARE ISSUED AND THE ORDERS ARE SUBMITTED TO THE VENDORS AND THEN IN JANUARY, YOUR LICENSES WILL START . DEPENDING ON WHEN ORIGINAL INVOICES GO OUT, INVOICES WOULD BE DUE IN JANUARY OR FEBRUARY, WE AT THAT POINT THEN DEAL WITH ANY SWITCHOVER ISSUES YOU MIGHT HAVE, AND THEN WE BEGIN WORKING ON THE NEXT OFFER, WHICH WOULD GO OUT IN MARCH FOR JULY STARTS. SO IT WILL BE A CONTINUOUS CYCLE WORKING THROUGH THE YEAR. SO WHAT'S IN THE FUTURE? AS I MENTIONED EARLIER, THE MIDDLE ATLANTIC REGION HAS ASKED US TO EXPAND, TO COVER LIBRARIES IN THE ENTIRE MAR REGION, PENNSYLVANIA, NEW YORK, NEW JERSEY AND DELAWARE, SO WE'RE TRYING TO WORK WITH EITHER INDIVIDUAL LIBRARIES OR WITH LIBRARY CONSORTIA THROUGHOUT THE REGION TO ADDRESS ANY CONCERNS YOU MIGHT HAVE AND TO ENCOURAGE PARTICIPATION. BECAUSE OBVIOUSLY LARGER PARTICIPATION MEANS GREATER DISCOUNTS FOR YOUR RESOURCES . WE WILL ALSO BE OFFERING ADDITIONAL RESOURCES BASED ON INTEREST. THAT'S BASICALLY THE END OF MY PRESENTATION. I WOULD LIKE TO OFFER A SPECIAL THANK YOU TO SUE SCHULTZ AT YORK HOSPITALS WHO HELPED ME OUT IN A PINCH AND ALLOWED ME TO USE HER OFFICE TODAY, AND HERE IS A LINK TO OUR WEBSITE THAT HAS MORE INFORMATION ABOUT THE GROUP LICENSING Error: Could not locate captions for event. You have been added to the waiting list.

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TEST TEST IF IT'S ONE, IF IT'S THREE, AND AGAIN, LET ME REPHRASE THAT. SINGLE STANDALONE HOSPITALS CAN PURCHASE JUST ONE SEAT. SYSTEMS HAVE TO PURCHASE A MINIMUM NUMBER OF SEATS .

>> DOES ANYBODY HAVE ANY OTHER QUESTIONS?

>> I HAD A QUESTION ABOUT EXISTING CONTRACTS.

>> OKAY.

>> OKAY. SO WHEN YOU START FOR THE JANUARY ROLLOUT, IF YOU HAVE, LIKE OUR NURSING REFERENCE CENTER COMES UP IN NOVEMBER, SO WHAT WOULD YOU DO IN A SITUATION LIKE THAT IF WE WANTED TO JOIN IN AND NOT LOSE ACCESS FROM NOVEMBER TO JANUARY?

>> MOST VENDORS ARE WILLING TO WORK WITH YOU, WITH US , TO BRIDGE THE GAP FOR YOU.

>> OH, OKAY.

>> WE HAVE SOMEBODY IN THE CHAT BOX WHO ASKED, DID YOU SAY THAT YOU HAVE SOME MEDICAL SCHOOLS, AND IF THAT'S THE CASE, ARE YOU FINDING DIFFERENT CHARGES FOR ACADEMIC AND HOSPITAL LIBRARIES ? WE HAD PRIMARILY ONLY BEEN -- OUR RESOURCES HAVE PRIMARILY ONLY BEEN AVAILABLE FOR HOSPITALS. STARTING WITH THIS YEAR, BMJ HAS ASKED US TO INCLUDE ACADEMICS IN

OUR OFFERINGS. SO UNIVERSITY MEDICAL LIBRARIES ARE ALLOWED TO PARTICIPATE FOR BMJ PRODUCTS ONLY. AND IT'S THE SAME PRICE ACROSS THE BOARD. ALTHOUGH THEY FIGURE PRICING ON FTE AT THE UNIVERSITY LEVEL, THERE IS A CONVERSION FACTOR THAT WE USE THAT CONVERTS YOU INTO THE BED MODEL THAT WE USE SO THAT YOU ARE ABLE TO PARTICIPATE WITH BMJ ONLY.

>> CHRISTMAS IN JULY --

>> SAY AGAIN? WE CAN'T HEAR YOU.

>> I THINK SOMEBODY WAS ASKING ABOUT PUBMED. ANY OTHER QUESTIONS?

>> I JUST WANTED TO CLARIFY. SO AK DEPICK ACADEMIC MEDICAL CENTERS ARE NOT ELIGIBLE TO PARTICIPATE IN ANYTHING EXCEPT BMJ?

>> THAT'S CORRECT.

>> OKAY.

>> OTHER QUESTIONS?

>> YES. THIS IS TWYLA, ROB, I'M SO SORRY I MISSED YOUR PRESENTATION AT SOUTH BEACH. I UNDERSTAND IT WAS VERY WELL RECEIVED. BUT I HAVE A QUESTION ABOUT THE INVOICING. AS WE ALL KNOW, HOSPITALS ARE NOTORIOUS AT NOT ONLY PAY 90 BUT PAY EVEN LONGER THAN THAT. I NOTICE YOU SAID YOU SEND OUT THE INVOICES IN DECEMBER AND THEY'RE DUE IN JANUARY. I'M JUST CURIOUS, ARE THERE FINANCE CHARGE S IF IT'S MORE THAN 30 DAYS OR HOW TO DO THAT, BECAUSE I KNOW YOU CAN'T -- THESE INVOICES, MAKE PAYMENTS TO THE VENDORS, YOU DON'T HAVE FINANCIAL ABILITY TO DO THAT?

>> SO FAR, WE HAVE NOT HAD BIG ISSUES WITH THIS . I WORKED IN HOSPITALS FOR MANY YEARS SO I KNOW THAT TRYING TO ADD A FINANCE CHARGE OR A SERVICE CHARGE OR SOMETHING LIKE THAT ON A PAST DUE INVOICE IS A WASTE OF MY TIME AND ACCOUNTS PAYABLE'S TIEBL BECAUSE THEY SIMPLY ARE NOT GOING TO PAY IT. I PUT 30 DAYS ON -- DUE ON THE INVOICE, BUT -- AND I PROBABLY SHOULD NOT SAY THIS PUBLICLY BUT I KNOW -- I WILL, I DON'T GET TWITCHY UNTIL 90 DAYS. THE MAJORITY OF OUR INVOICES ARE PAID WITHIN 90.

>> DO YOU ANTICIPATE OTHER VENDORS BESIDES BMJ TO BEGIN ALLOWING ACADEMIC MEDICAL CENTERS TO PARTICIPATE?

>> IT'S SOMETHING THAT I WILL ASK GOING FORWARD AS WE BRING IN NEW VENDORS. I CAN'T -- I DON'T KNOW HOW TO SAY -- I CAN'T PREDICT WHAT THEY'RE GOING TO PREDICT WHAT THEY'RE GOING TO ANSWER, BUT IT'S CERTAINLY I'M GOING TO ASK GOING FORWARD.

>> OTHER QUESTIONS? OKAY. WELL, I'M DELIGHTED TO SAY THAT WE'VE HAD AT LEAST A LITTLE BIT OVER 40 PEOPLE JOIN US TODAY. OH, WAIT, THERE'S ONE MORE QUESTION. DO YOU HAVE ANY SUGGESTION FOR HOSPITAL LIBRARIES WHO HAVE ONLINE JOURNAL SUBSCRIPTIONS AND JUST

ACCEPTED THEIR STANDARD AGREEMENTS IF THEY DO NOT PERMIT INTERLIBRARY LOAN WOULD REQUEST TO ALLOW THAT END UP WITH MORE CHARGES?

>> I DON'T KNOW. I HAVEN'T -- I HAVEN'T SEEN AN INSTANCE OF THE PRICE GOING UP BECAUSE YOU ASK FOR A MODIFICATION TO YOUR LICENSE. ALL I WOULD SUGGEST TO YOU IS ASK. ASK, ASK, ASK. ALL THEY CAN SAY IS NO, AND THEY MAY WELL ACCOMMODATE YOUR REQUEST. BUT ALWAYS ASK.

>> ANY LAST QUESTIONS?

>> AND ACTUALLY, IF I CAN GO BACK TO THAT FOR A MOMENT, NOW THAT I'M THINKING ABOUT IT, ONE OF OUR DELAWARE PARTICIPANTS DID INDEED ASK TO RENEGOTIATE HER LICENSE WHEN HER RENEWAL CAME DUE. I'M TRYING TO THINK, I BELIEVE IT WAS FOR AN AMA JOURNAL, AND SHE WAS ABLE TO GET INTERLIBRARY LOAN AS PART OF THE RENEWAL THIS TIME AROUND.

>> GREAT. OTHER QUESTIONS? ALL RIGHT. WELL, I WANT TO THANK EVERYONE FOR JOINING US TODAY. THIS HAS BEEN REALLY INFORMATIVE. I'M SURE THAT IF ANY QUESTIONS OCCUR TO ANY OF YOU AFTER THE SESSION TODAY, ROB WILL BE MORE THAN HAPPY TO TAKE YOUR QUESTIONS, AND IF YOU'RE NOT ABLE TO FIND THE LINK TO HOW TO -- THE EMAIL HOW TO CONTACT ROB, IT'S AT THE END OF HIS PRESENTATION, BUT ALSO FEEL FREE TO CONTACT MAR AND WE WILL BE MORE THAN HAPPY TO FORWARD YOUR QUESTIONS TO ROB AS WELL.