

Participate... for Cost-Saving and Technology-Sharing

A Message From the GLI Project Manager: A cost-saving, technology-sharing consortium



Partnering. Leading. Innovating. Negotiating. Transforming.

The action words on the front of this brochure describe the activities and relationships forged by the HSLANJ GLI during our 15-year foundation.

These words also capture the striving that continues on behalf of librarians in the three NN/LM regions served.

Partnering with librarians in the MAR, SE/A and NER is something we're very passionate about—because the GLI is comprised of librarians just like you. Group licensing is a creative solution to the escalating cost of high-quality, digital resources—

and we've become known for leading the way, innovating, founding the first consortium of this kind in the country.

Establishing relationships with vendors, negotiating on your behalf, and leveraging group purchasing power is an extremely rewarding process. It is transforming library resources, transforming research, transforming patient care, transforming lives.

I extend a warm invitation to all librarians to read the enclosed materials, browse through the website, and feel free to contact me:

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2017

The HSLANJ GLI continues to grow, innovate, and develop relationships with both vendors and librarians. Participation encompasses the MAR, SE/A, plus the NER—an area including 20 states; Washington, DC; Puerto Rico and the U.S. Virgin Islands.

The process, the transition to electronic resources, is underway. Now librarians are trying to see what the impact is, and make adjustments. (Participating with the HSLANJ GLI) can free up time for them to focus on other services, outreach services, if they don't have to worry about negotiating with vendors and reading contracts line by line.

- Mary Piorun, Associate Director, NN/LM, NER, Worcester



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Health Sciences Library Association of New Jersey (HSLANJ)

This project is funded by the National Library of Medicine, National Institutes of Health, Department of Health and Human Services, under Cooperative Agreement Number UG4LM012347 with the University of Massachusetts Medical School, Worcester.

GLI Committee:

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List is current as of September 1, 2016. For current committee information, please visit hslanj.org/gli.



Printed: September 2016

The HSLANJ Group Licensing Initiative

A cost-saving, technology-sharing consortium open to all NN/LM members in the MAR, SE/A, and NER





HSLANJ Mission:

Founded in 1972, HSLANJ is a non-profit organization with the goals of encouraging the professional development and advancement of librarianship and improving the quality of library services provided by health care organizations in New Jersey. It is the umbrella organization for the Group Licensing Initiative (GLI).

About the GLI:

The National Network of Libraries of Medicine (NN/LM), Mid-Atlantic Region (MAR), Southeastern/Atlantic Region (SE/A), and New England Region (NER), all full recognize and endorse the HSLANJ Group Licensing Initiative as the lead organization capable of assisting libraries in their efforts to utilize multi-dimensional electronic resources.

Managed by medical librarian and HSLANJ Executive Director Robert Mackes, the GLI is guided by a committee comprised of librarians from different-sized health facilities in the regions served.

Group Purchasing Power — How it Works:

- Potential participants include all hospital librarians and those who work for health-related nonprofits
- Librarians receive an offer, or menu, of electronic resources from which to choose
- This offer includes more than 750 individual titles and collections
- Prices of all titles have been negotiated by the GLI and reflect a savings of 15-70% off retail pricing
- The end result is “one-stop shopping,” saving participants both time and money



They do all the homework for you.... It's a great setup and well worth it; I can't sing enough praises for this group and the people who head it — they take away all the headaches.

- Kris Kalina, MLS, Memorial Medical Center/Conemaugh Health System, Johnstown, PA

In the Words of Fellow Librarians:

With the economic climate in healthcare... we have to stretch every dollar. The GLI helps us do that and get more bang for our buck.

- Donna Winkelman, BS, MLS, Saratoga Hospital, Saratoga Springs, NY

Participating in the GLI is rewarding in numerous ways: being able to buy more resources because they're more affordable, plus knowing the licenses will work well and carry technical support from the GLI if needed. Robb and the GLI Committee have done a phenomenal job—it's been amazing to see all the choices within their offers. I hope the GLI spreads nationwide and gets bigger and bigger.

- Lisa Travis, MLS, AHIP, Emory Saint Joseph's Hospital, Atlanta, Georgia

As a hospital librarian it's always about return on investment. We are in non-revenue-producing positions. But if we're able to spend the same amount or less money on content resources, and increase what content we make available, that's how the GLI can help us.

Sharing licenses ends up reducing cost. It brings together lots of independent entities as one—working as a team since the licenses are negotiated together. It's a good collaborative effort; there's strength in numbers. We can be better at something together, rather than if we each stand alone as separate institutions.

- Meredith Solomon, MLS, AHIP, Brigham & Women's Hospital, Boston, Massachusetts



History of the GLI:

2002

The HSLANJ Group Licensing Initiative forms. The organization is known as the **first consortium of its kind in the nation**, specifically aimed at reducing the cost of electronic resources for medical librarians.

Participation launches in New Jersey.

2008

Participation grows to **75** medical librarians in NJ, DE and part of PA.

2010

98% of HSLANJ GLI participants rate the consortium as “very effective” or “effective” in meeting their needs via a survey.

Findings also verify that **87%** participate primarily thanks to the cost savings.

2012

The GLI opens participation to all medical librarians in the MAR.

This innovative group is a model for the region and beyond. As the price of electronic resources increases, hospital budgets are decreasing, so HSLANJ GLI offers a way for medical libraries to afford essential resources.

- Renae Barger, Executive Director, NN/LM, Middle Atlantic Region, Pittsburgh

2012-13

The GLI makes headlines across **700+** media outlets including MarketWatch by *The Wall Street Journal* which hails the GLI as an “innovative consortium” as “nearly 100 hospitals join forces to improve resources; share costs.”

2014

Participation widens to include all medical librarians throughout the MAR and SE/A.

When we were evaluating organizations with which we might partner on group licensing for the southeastern Atlantic region, HSLANJ GLI was the standout group, run by health sciences librarians for health sciences librarians. The clear consensus among our group was that we were putting our hospital libraries into the best hands with HSLANJ GLI.

- Dale Prince, Executive Director, NN/LM, SE/A, Baltimore

