



FIESOLE 2005

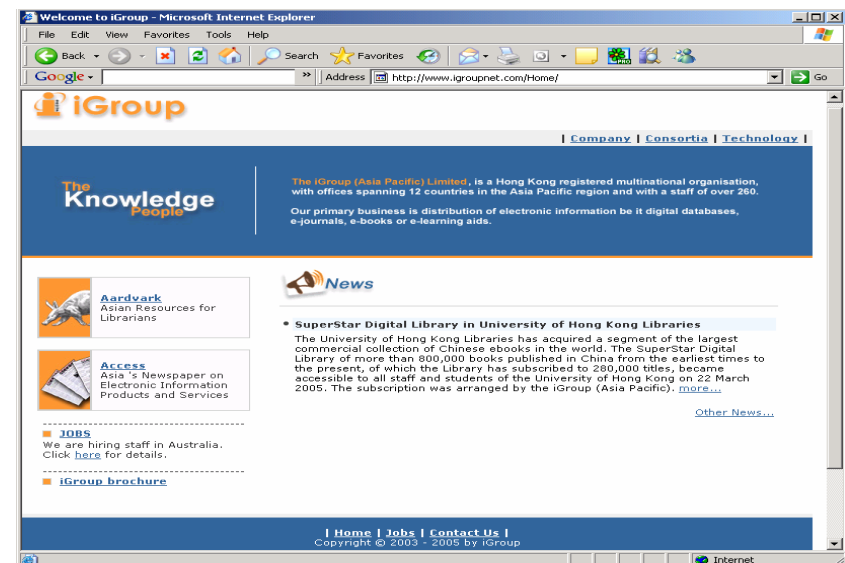
Lee Pit Teong
CEO iGroup Asia Pacific Ltd

Fisole2005



iGroup Introduction

- Started in 1984
- Offices in 13 Countries across AP
- Over 300 Employees
- Competency in
 - Content Distribution
 - Library Automation
 - Information Management
 - eLearning Implementation
 - Electronic Publishing
 - Consultancy



Explanatory Notes

- Territory – does not include Australia, NZ, and Japan
- Content – Not aggregated Journals (Fulltext Databases)
- eJournal Sales History – Started eJournals Consortia Sales (eg. Academic Press for Taiwan, Korea, Singapore from 1999)

Background of eJournal Sales

- Started Promoting eJournals in 1999
- Over Two Years to prep the customers
- Sales only came about after 2001
- Lots of Issues for delay in Sales
 - First Time Working as Consortia
 - Confusion with Pricing Models
 - Administration Issues (IP Mgmt, etc.)
 - Auditing Issues (no physical media)
 - The “big deals” instead of Individual Titles



Consortia Agency

- China – CALIS
- HK – JULAC (joint university libraries advisory committee)
- Korea – KESLI, KERIS
- India – INDEST, INFLIBNET
- Malaysia – PERDANA
- Taiwan - CONSortium on Core Electronic Resources in Taiwan (CONCERT)
- SriLanka – University Grant Commission (UGC)
- Thailand – iGroup Organised Consortia (informal)
- Philippines – iGroup Organised Consortia (informal)
- Vietnam – iGroup Organised Consortia (informal)
- Singapore – Plus8

Unlike the West, most are Open Consortia in Asia



Consortia Models

Depending on

- Publisher Policies (Non Cancellation, Base +, etc.)
- Existing Print Revenue Consideration
- Nature of the Organization (Academic, Commercial, etc.)
- Perpetual License (Archive Access)
- Repository (Local Archive - LOCKSS)

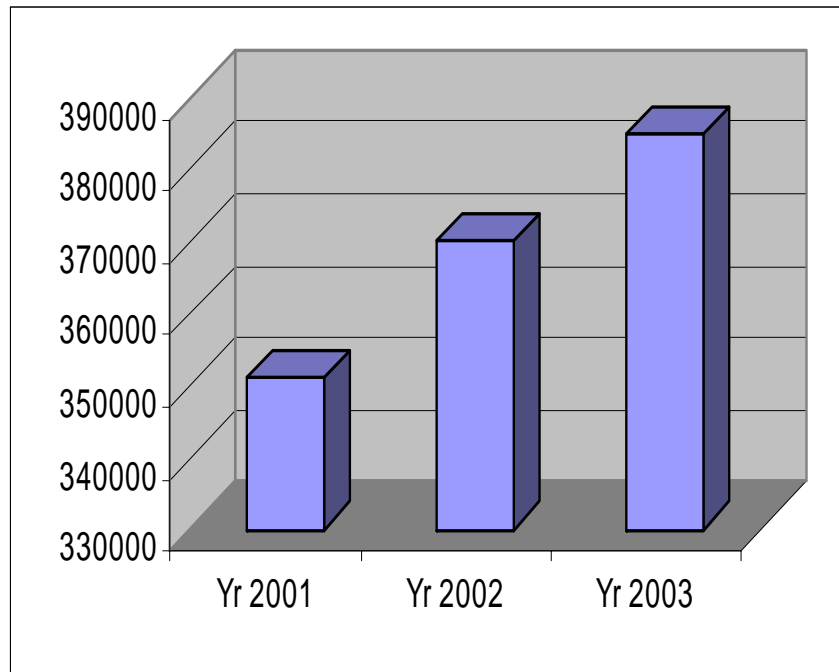
Challenges

- Fighting for the same budget
- Low to Mid Income Countries have insufficient funds to buy everything they need
- Publishers are keen to reach out to the 2nd and 3rd Tier institutions

Opportunities

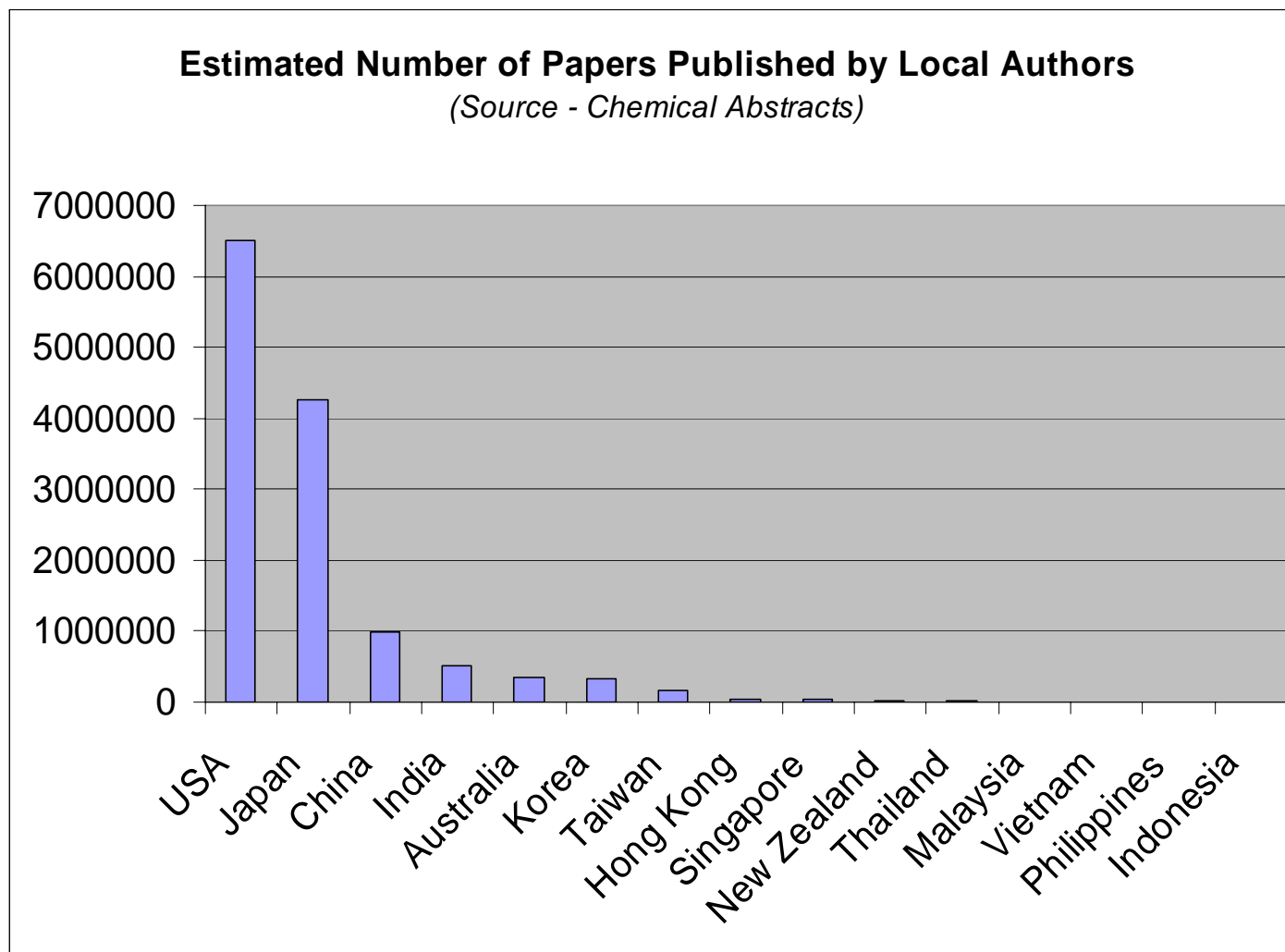
- Research Community is Growing
- 2nd and 3rd Tier institutions are recognizing the importance of these scholarly publications
- More Government bodies are providing special funding to support the consortia

Growth of eJournal Sales



- 100% Growth from 2002 to 2004
- Largely Attributed to New Publishers
- Sales Growth for Existing Publishers

Publishing Landscape (Applied and Life Sciences) – Papers published in Western Journals by Local Authors

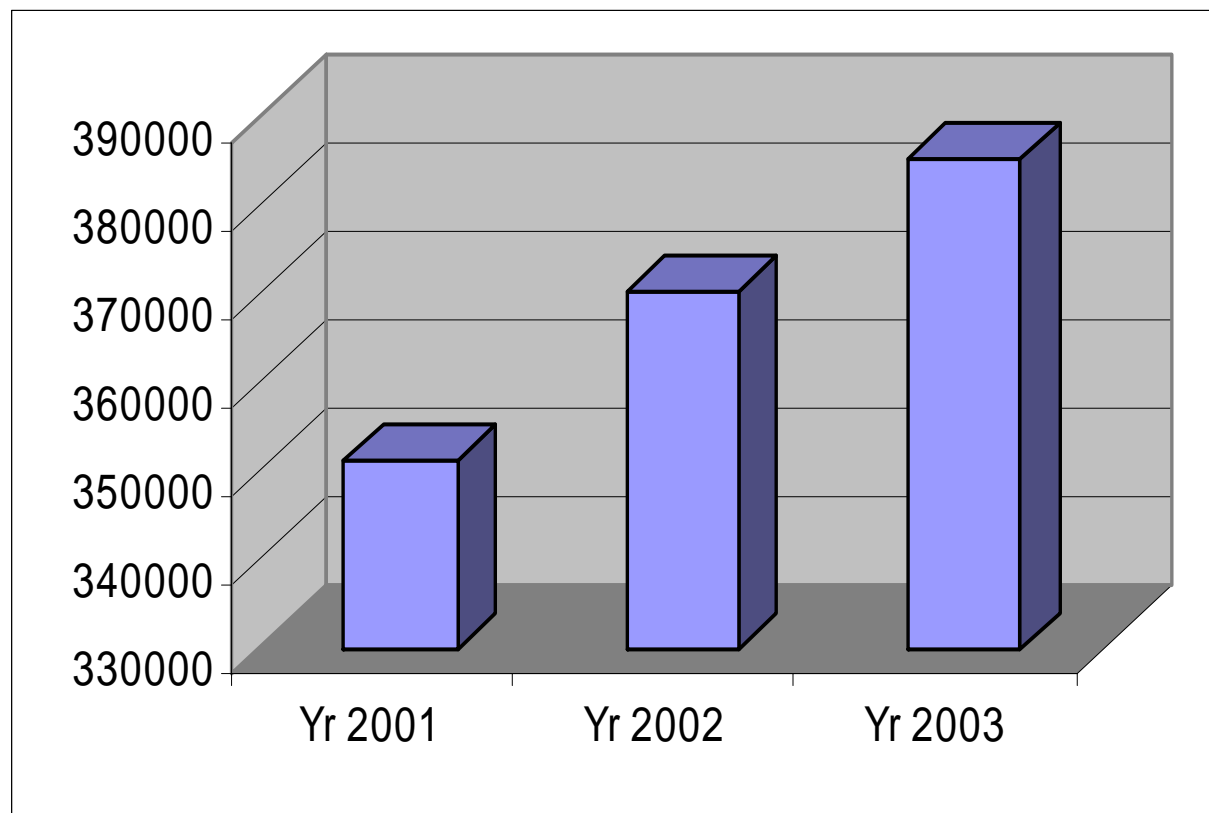


USA	6513942
Japan	4257284
China	984326
India	524063
Australia	352876
Korea	322505
Taiwan	168334
Hong Kong	45606
Singapore	38916
New Zealand	24346
Thailand	21051
Malaysia	10095
Vietnam	5432
Philippines	5048
Indonesia	4538

Estimated Growth of Published Research from Asia

Source - Chemical Abstract

Average of 5% Compounded Growth Annually



Q&A

Thank You

