

#### **Lund 2006**

### The New World Order in Collection Development

The Commercial Perspective

Chris Beckett



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#### Who we are

- Consultancy to Publishers and Intermediaries (and sometimes to libraries)
  - Based in Oxford

Chris Beckett









■ Simon Inger

Slide 2

# SIS

### who we are

■ Geoffrey Bilder





■ James Culling





■ Tracy Gardner





Slide 3



#### What we do

- Electronic Content consultancy and training services to publishers and intermediaries world-wide:
  - Market Intelligence
  - Market Research
  - Product Development
  - Strategy Development
  - Technology Strategy
  - Systems Selection
  - Training
  - Sales and Marketing; Licensing, Pricing, Bundling





## Who are our clients and where do they come from?

- Blackwell
- STM
- ALPSP
- Institute of Physics Publishing
- American Institute of Physics
- British Library
- CABI Publishing
- Cadmus Communications Corporation
- Cambridge Information Group
- Cambridge University Press
- CrossRef

- Ebsco
- Future Drugs
- Journal of Bone and Joint Surgery
- Librapharm
- MetaPress
- OCLC
- Radcliffe Publishing
- Sage Publications
- The Scientific World
- IEEE
- T&F Informa
- United Kingdom Serials Group
- University of California Press

About 50/50 US/UK



## **Agenda**

- The Good Old Days
- The Dysfunctional Present
  - The Library Response ish
  - Some conventional responses for Publishers
- A Digression on Featuritis
- Some less conventional responses
  - ITunes, the Long Tail and Scholarly Publishing
- Social Software and the Web 2.0
- Mash-Ups
  - Users are doing it for themselves



When Librarians organised the library......

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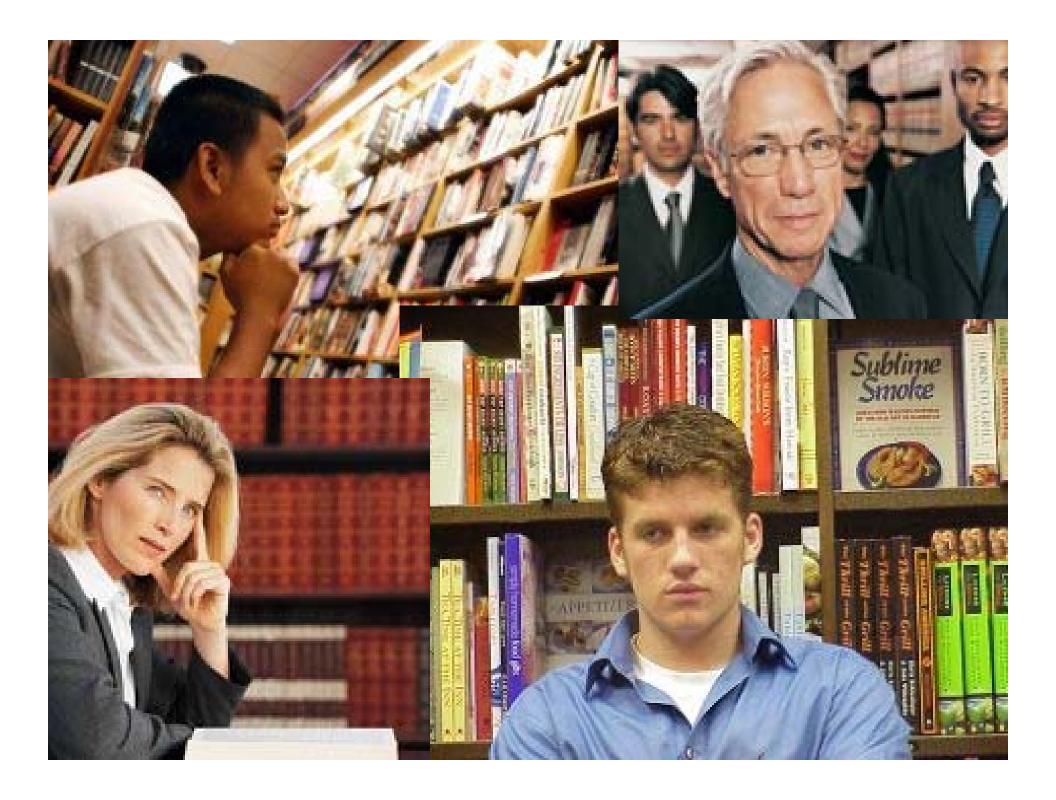


## Library collections assessed by .....

- Quality
- Comprehensiveness
- Relevance to the institution

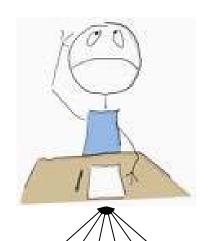


## When Publisher's organise the library ......











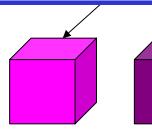
#### Federated Search Engines

Link resolvers

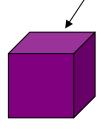
A-Z lists

A&I indexes (pre-date digital)

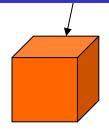
Online Public Access Catalogues (pre-date digital)



Elsevier Silo

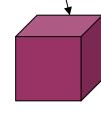


Springer Silo

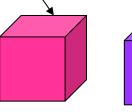


Sage

Silo







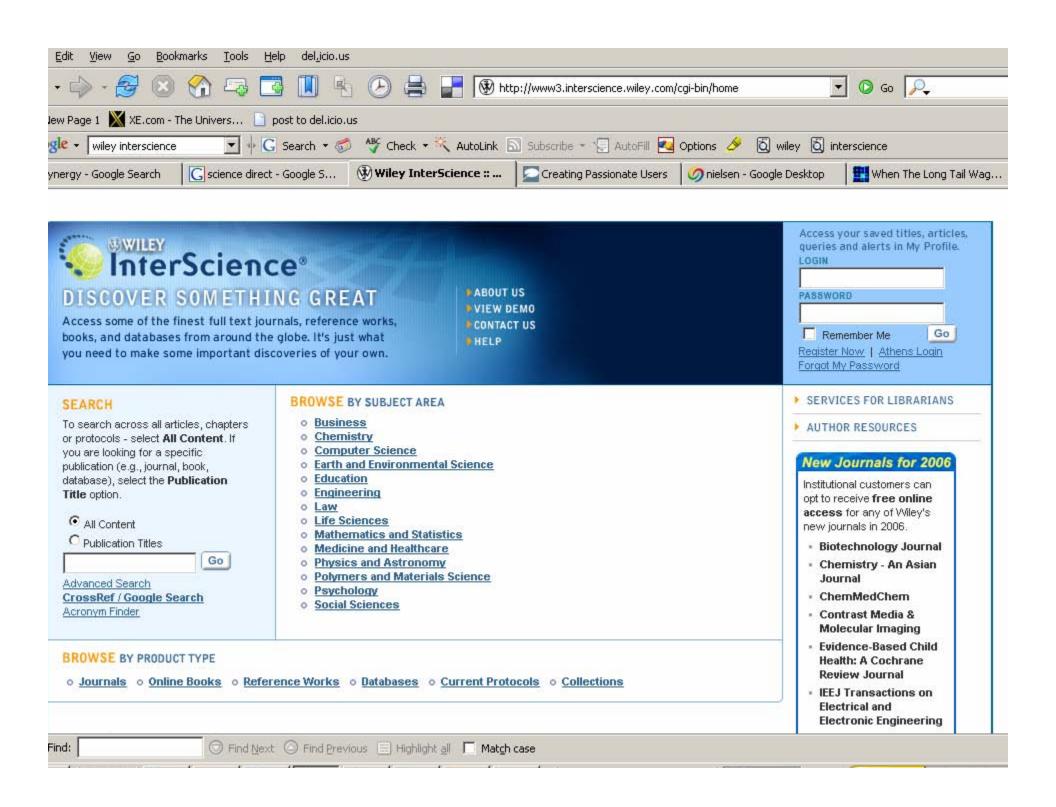
T&F Informa Silo

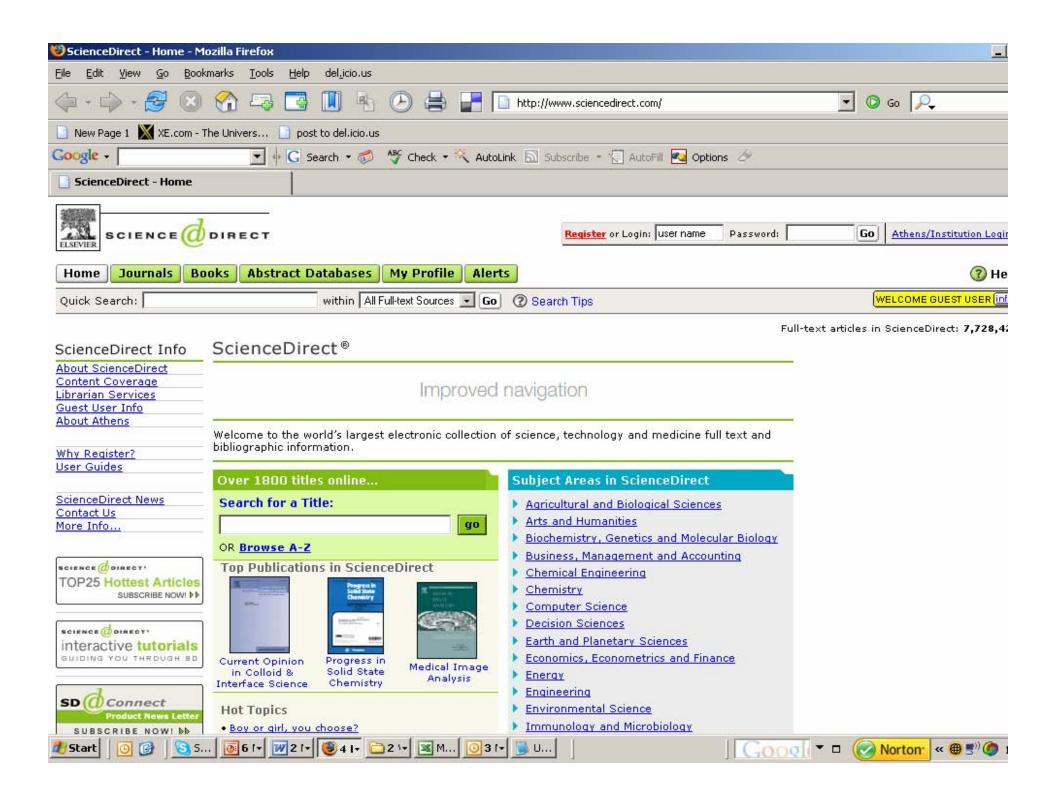
Wiley

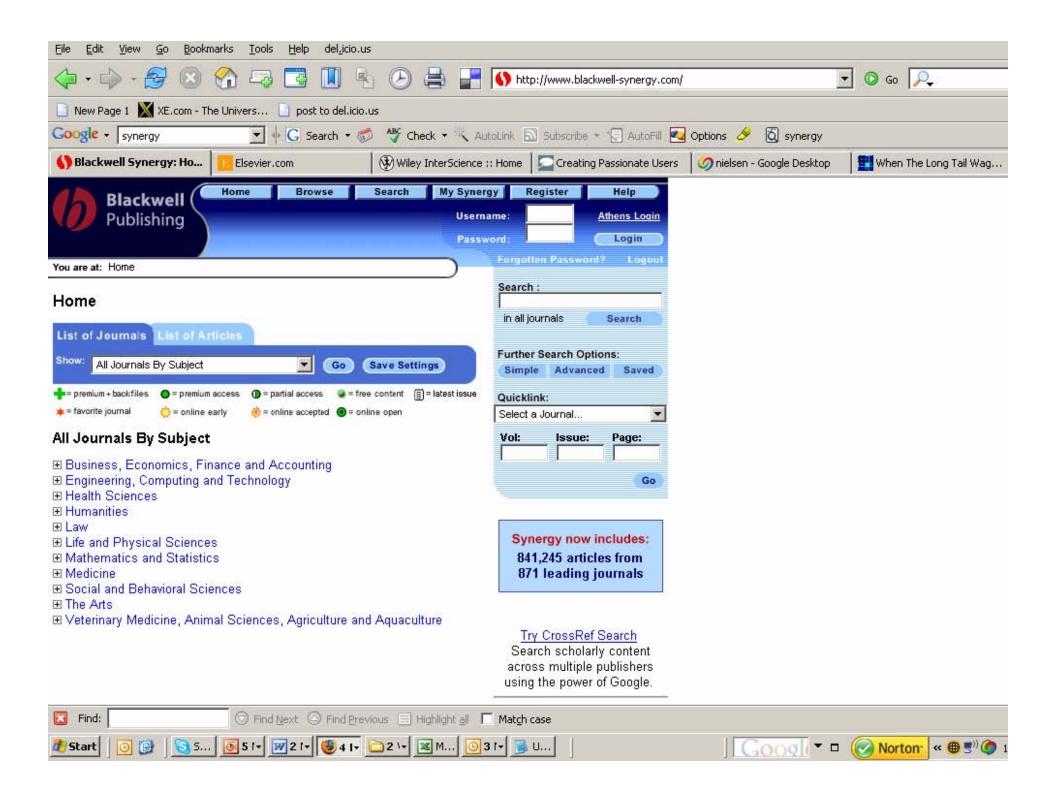
Blackwell

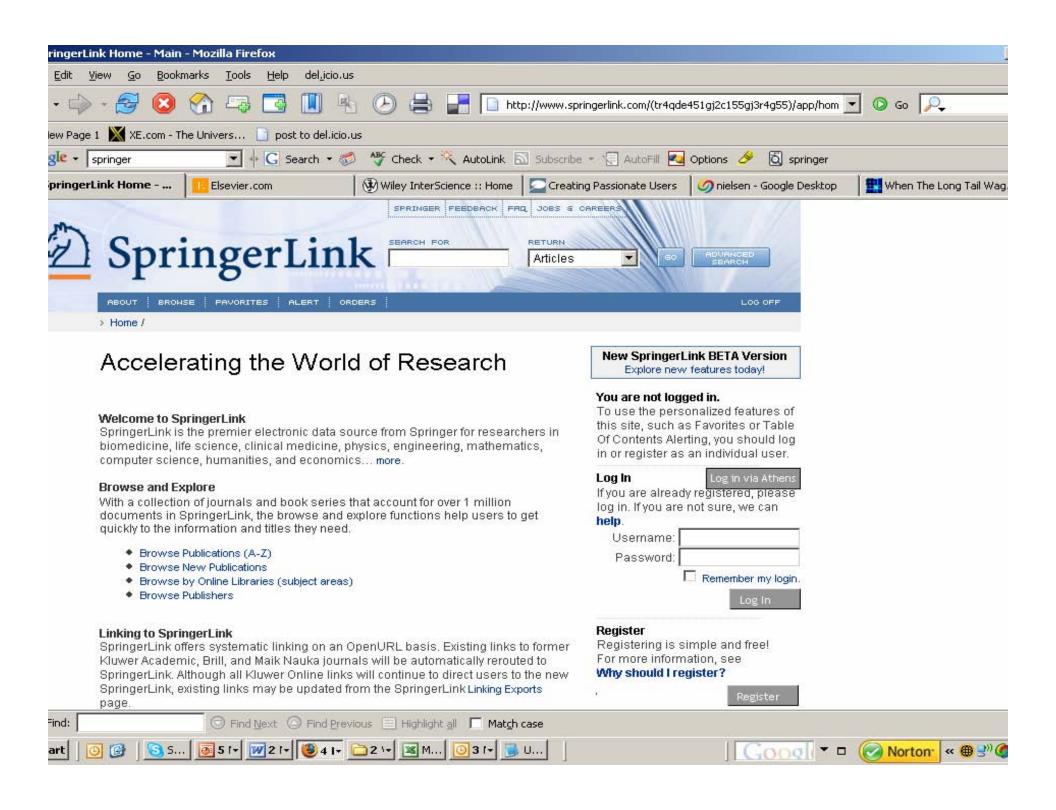
Silo

Silo





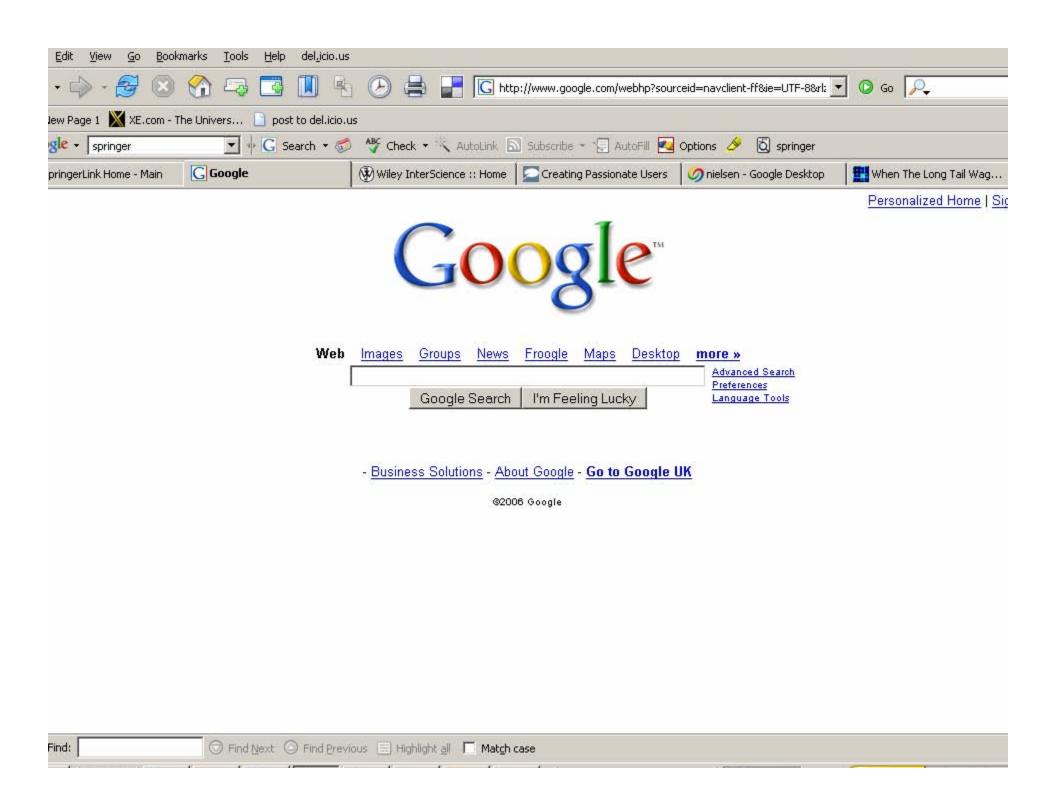






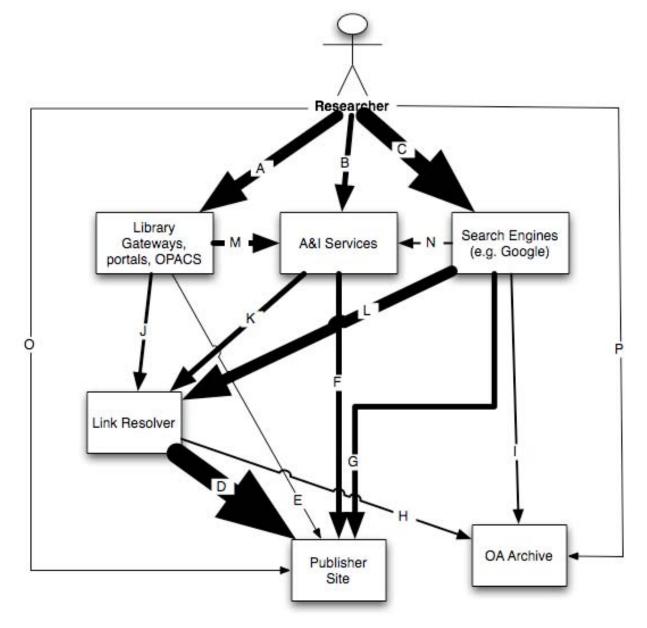
#### **David Seaman - DLF**

- ➤ Every publisher (and library production unit and web archive?) is an island; we produce silos of data that play badly with others.
- Little ability to work with content or even metadata cross-publisher and crossaggregator. Or cross-library.
- ➤ The need to have content that encourages local re-organization and creation of services, and that permits "beyond browsing and searching" engagement by individual users (NB MASHUPS AND SOCIAL SOFTWARE)





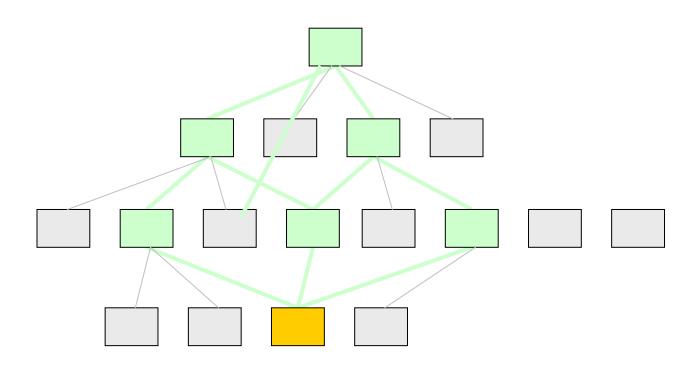
Library deployed technologies in terms of role and importance in traffic flow management







## The Publisher's view of the User in their site



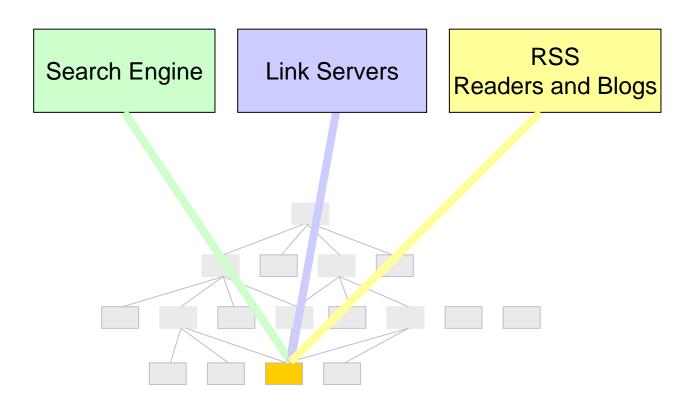
Possible Navigation Route
Target Content

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## **Bypassing On-site Navigation**





**Possible Navigation Route** 





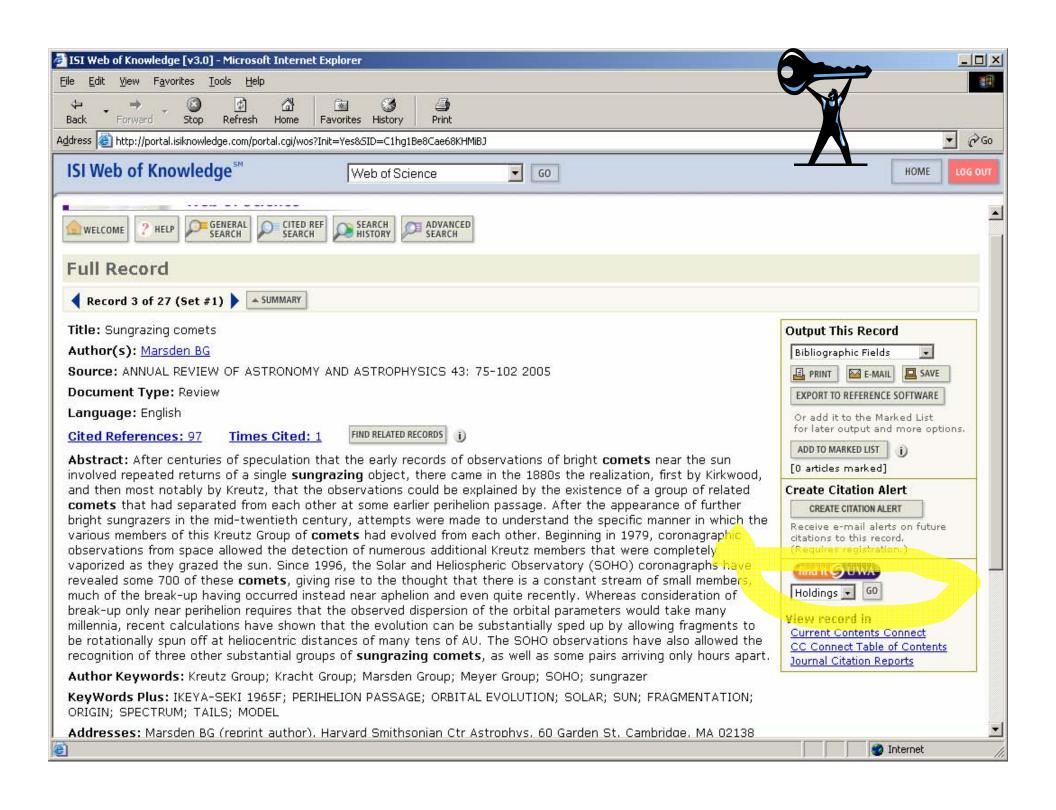
#### **Scholarly Information Strategies Ltd**

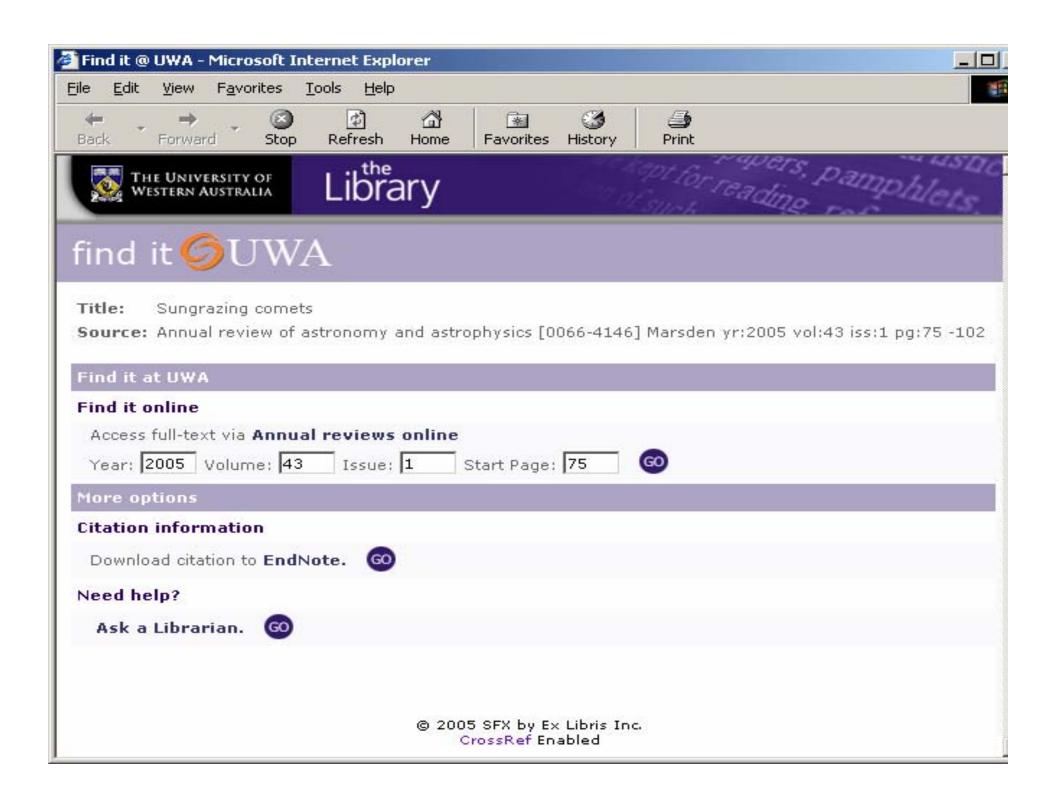
consultants in scholarly publishing

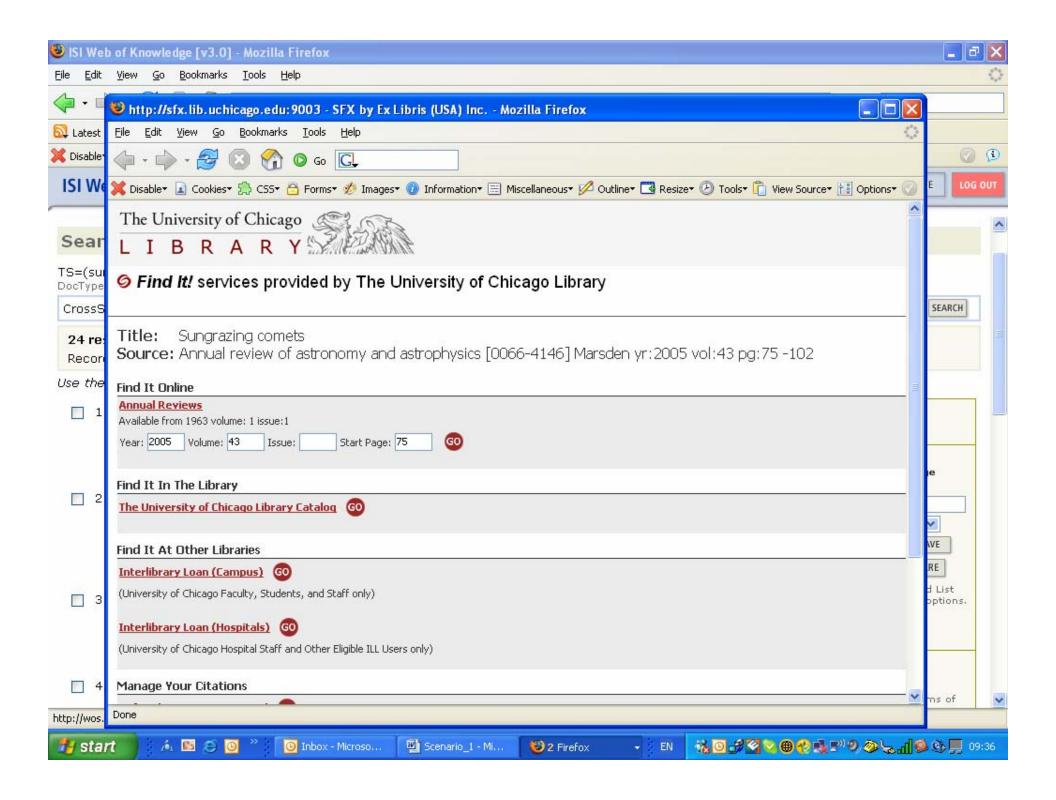


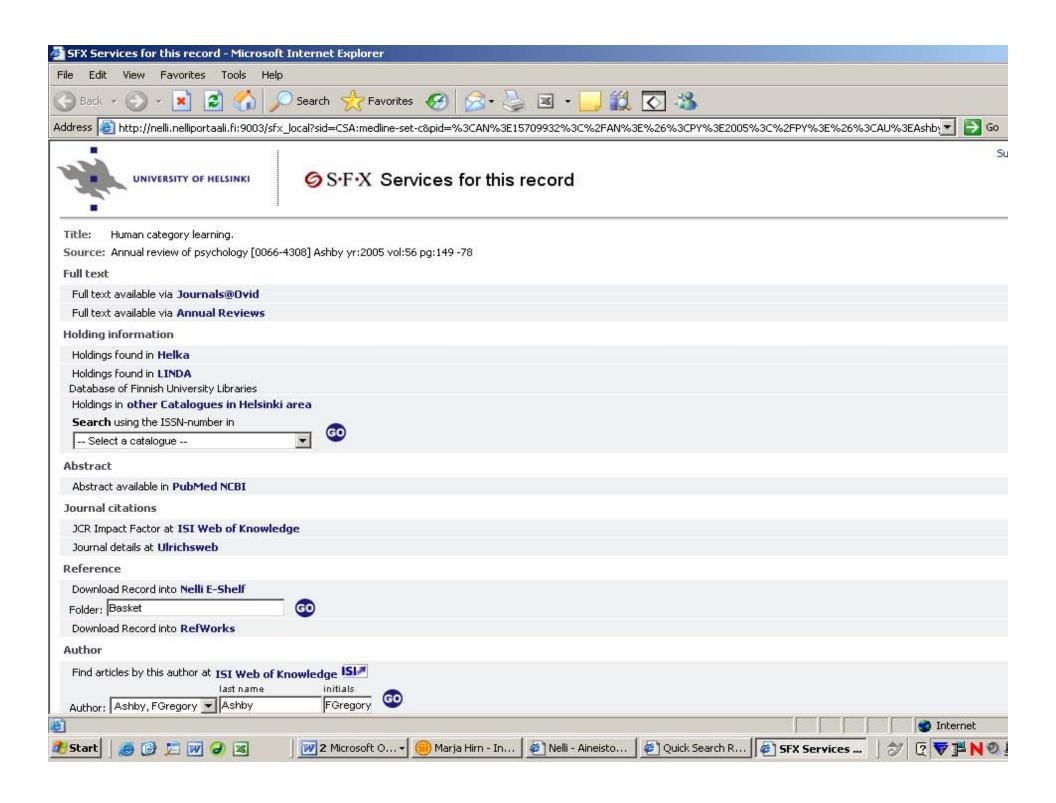
• Link servers don't really work that well......

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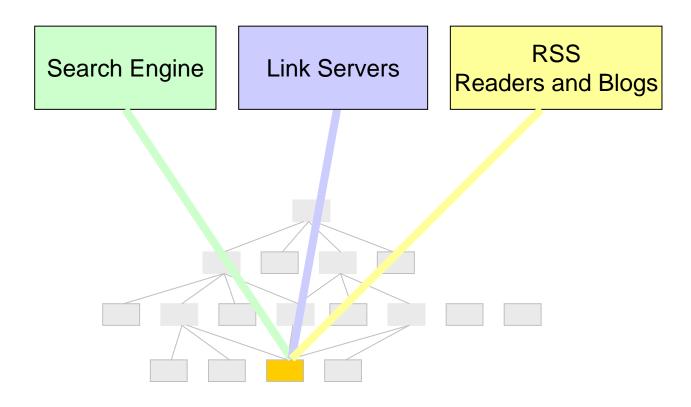
## Cal State San Marcos and Cal State Northridge study

• 52% of the time users just closed the window

• Still too complicated – compared to Google



## **Bypassing On-site Navigation**





**Possible Navigation Route** 









### Some conventional solutions for publishers.....

 Develop an article level (i.e. within the full text) branding strategy, to compensate for the bypassing of branding that tends to result from deep linking by link servers.



- Review metadata strategy to ensure that it includes abstract, subject, ISSN and page number information in its z39.50 records
  - So that Federated search engines present your content in the best possible ways





### Some conventional solutions for publishers.....

 Features are best used if placed on the landing page – i.e. at article level

 Out of the ordinary features will not necessarily be tried

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#### $\mathsf{AND}....$

- Most of the interfaces to your content that your users will encounter will be those created by others.
  - Nielsen's Law "Users spend most of their time on other sites and form their expectations based on their aggregated user experience." <a href="http://www.useit.com/jakob/">http://www.useit.com/jakob/</a>
- So making your site very different is probably counterproductive

## Featuritis

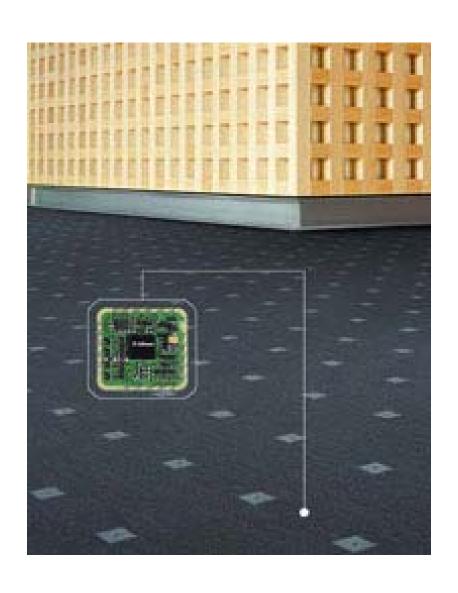
## The USB Hotplate



## Headlight LCDs: 2 Fast 2 Useless



## High-Tech Carpet Knows You are Fat, Old



# LED Knitting Supplies



# SIS

## Some advice for Publishers:



From Creating passionate users blog: http://headrush.typepad.com/creating\_passionate\_users/



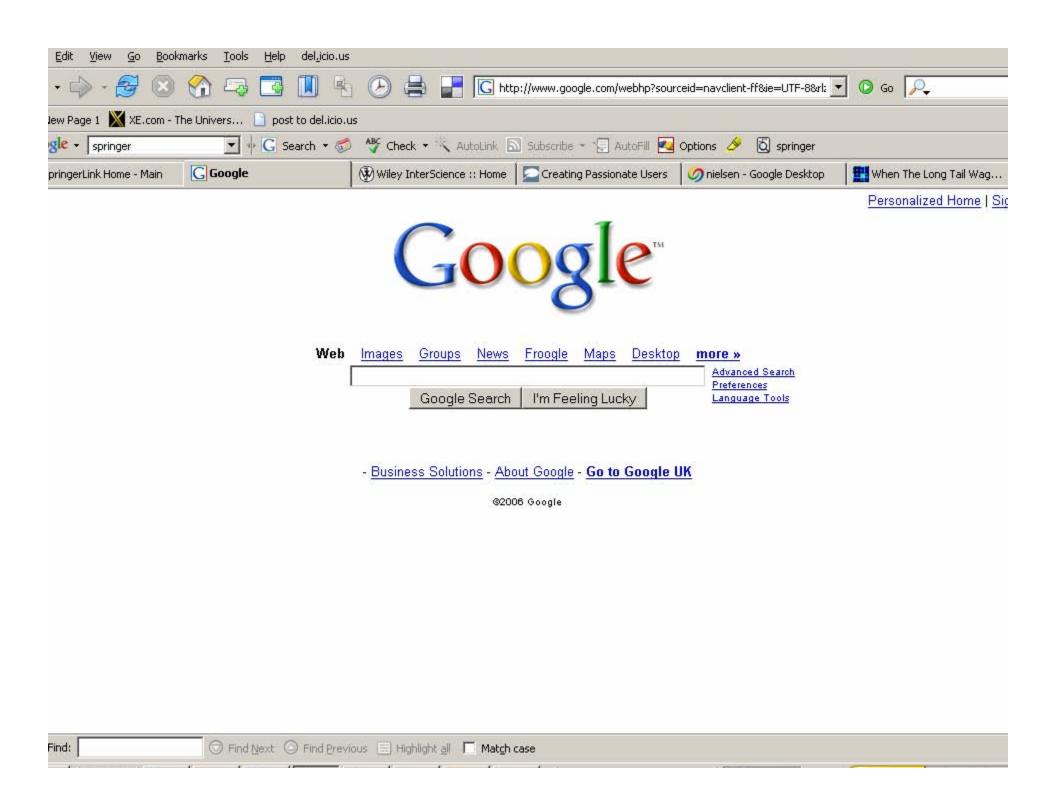
# Features Arms Race - Why?

- We're afraid of falling behind our competitors.
- We believe if one of our leading competitors added something, it's something users will want
- We believe potential users will buy off a checklist, and we don't want to come up short in a side-by-side feature comparison.
- We have a compulsive need to add, since the idea of an upgrade that subtracts features seems counterintuitive.
- New features are easier to promote than better/working versions of existing ones. Or so we think...

From Creating passionate users blog: http://headrush.typepad.com/creating\_passionate\_users/

## The Featuritis Curve Happy User Peak Happiness "Guess I better look at the manual..." "I Rule!"> "Hey, where the f\*\*\* did they put that?!" Cool!" "Now I can't even do the "I'm so glad they User ONE SIMPLE THING added this." I bought this for ... " "Nice, but I wish I could do more ... " " Suck!" **Number of Features**

From Creating passionate users blog: http://headrush.typepad.com/creating\_passionate\_users/





# Some possible less conventional solutions

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# Picture An Industry Where.....

- Major sellers of content were:
  - Frightened of cannibalizing their physical sales
  - Slow to innovate in online sales
  - Slow to cooperate with each other on standards
  - Seen as profiteering
  - Afraid because their customers were starting to distribute the content for free



# And then a competitor emerged from outside the industry and threatened to turn it upside down...







# Has this got any mileage in our industry?



# ıngentaconnect





# Has this got any mileage in our industry?

- Music is different
  - Dominated by best-sellers
  - Scholarly content is different
  - None of it sells well with notable exceptions e.g. Nature



## Document delivery to the individual end user

- Key factors that are needed to make it work
  - One stop shop comprehensiveness (TULIP 91-95)
    - **→ ITunes**
  - Familiar and trusted e-commerce infrastructure
    - ◆ Google/Check-Out
  - Perceived reasonable price
    - **\*** \$???
  - A single, simple interface



## Some barriers to its occurrence.

- Most content is already free to the user in the institution –
  - especially as a result of large scale site licensing
  - British Library 20% < year on year</p>
- Users affiliated to institutions have not ever and don't ever expect to pay



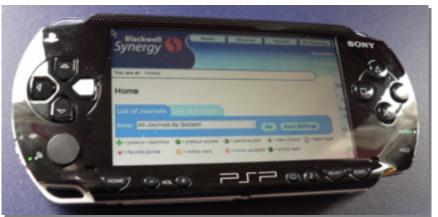
# Where it might play well?

- Amongst the unaffiliated
- Amongst those affiliated to poor institutions
- For ILL
- In the Corporate sector
- The unaffiliated professional



# But where is the "iPod"?







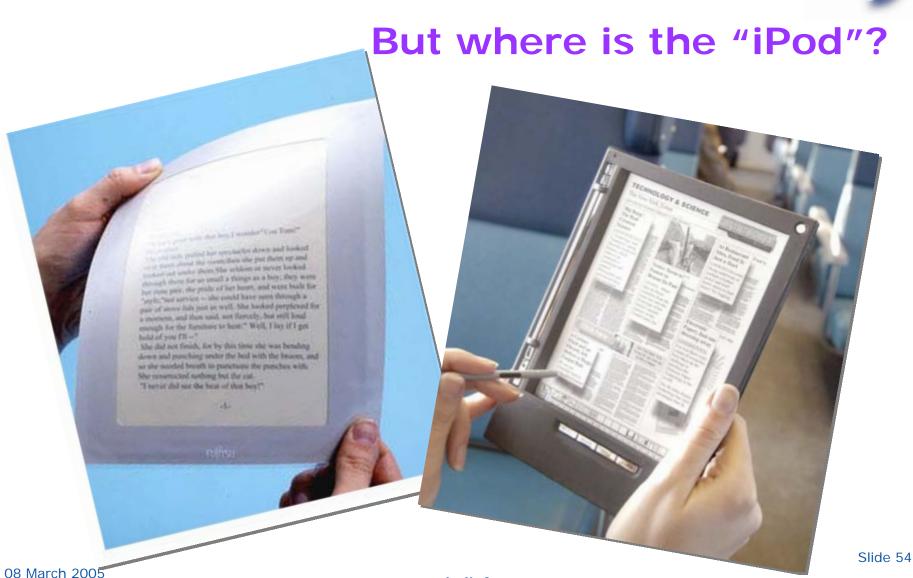
# But where is the "iPod"?





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## AND who are the likely players

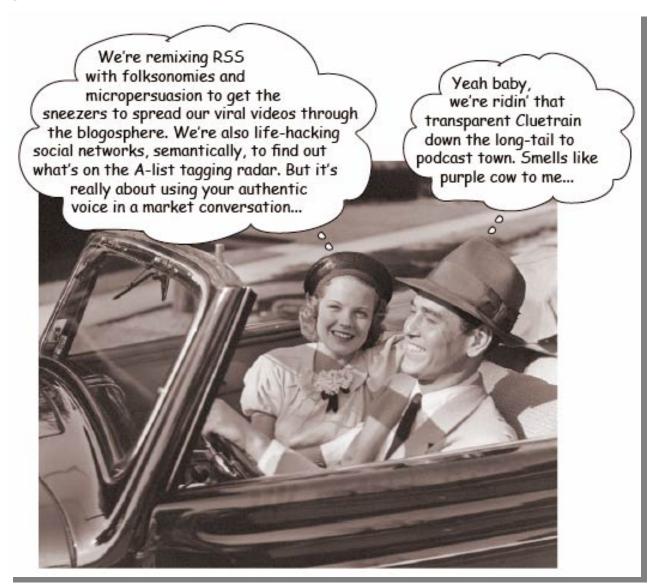
or

Diane Fossey Examines The Industry...



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web 2.0

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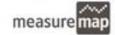
























































































































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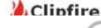




























# **Social Bookmarking**

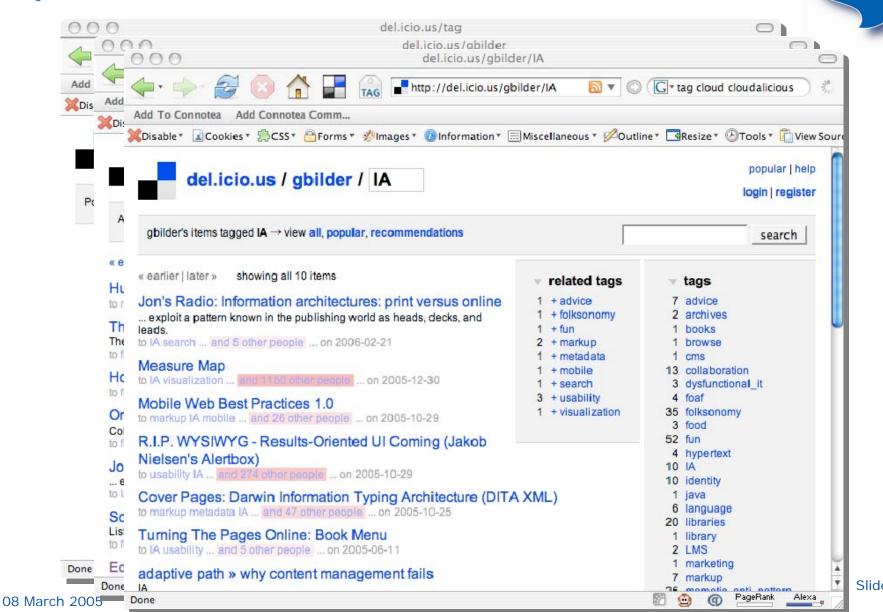
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# Social Bookmarking / Categorization

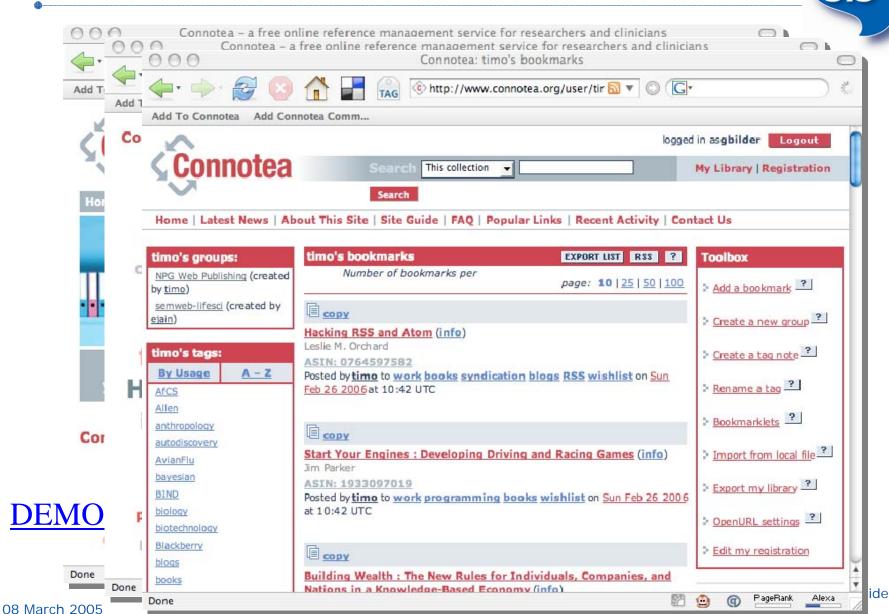
- Bookmark and categorize URLs
- See what user X is bookmarking
- See how URL X is most often categorized by other users
- See all URLs that are tagged as X

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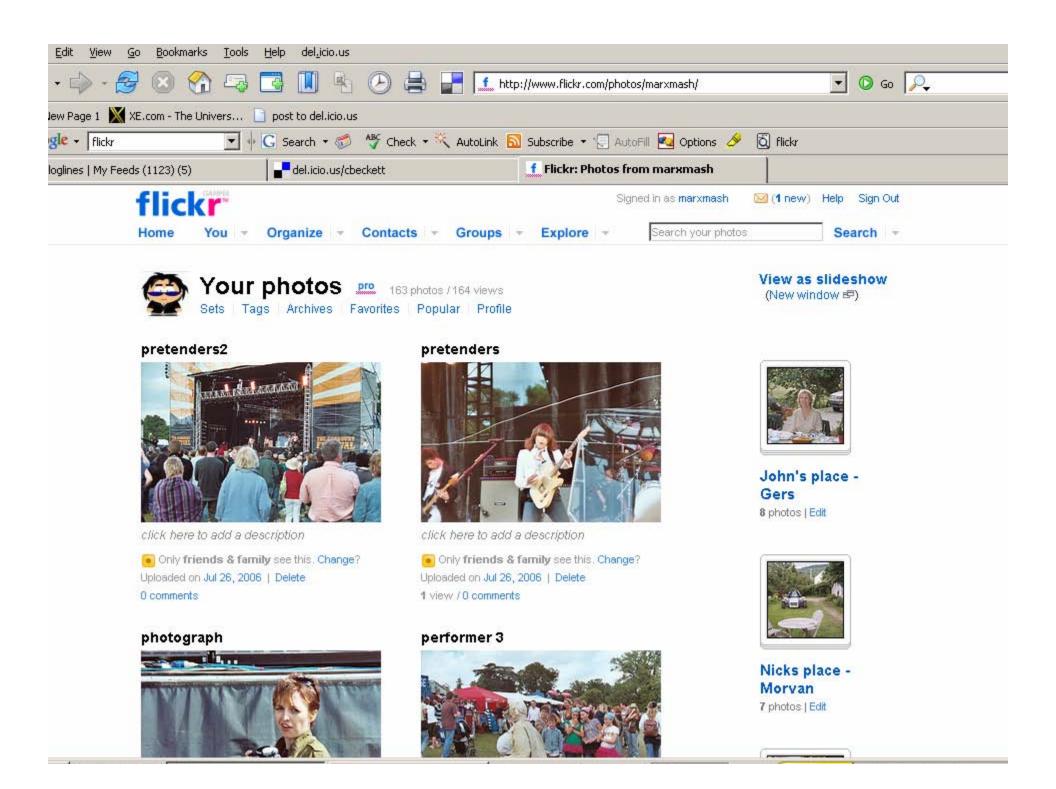


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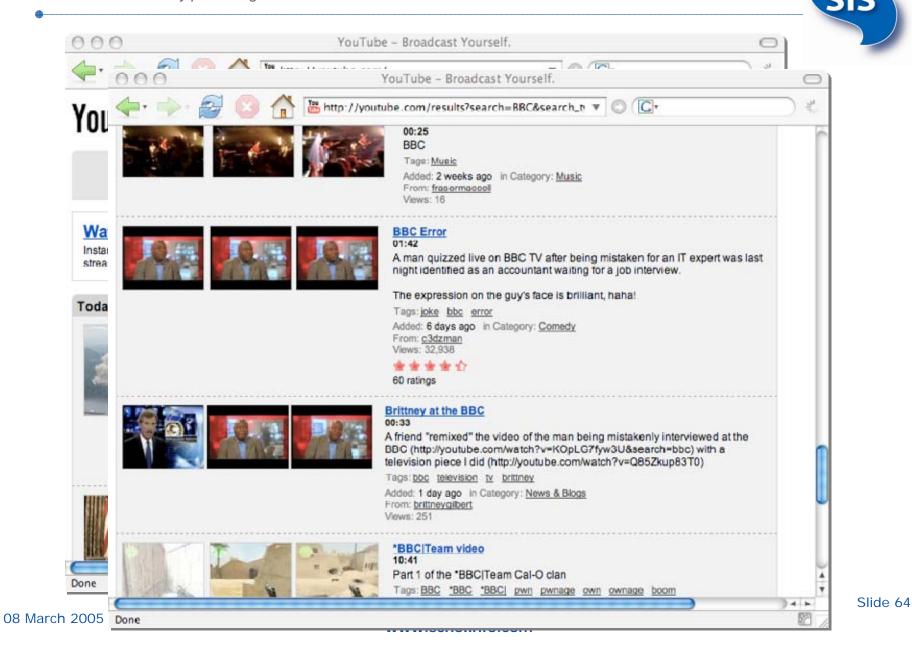
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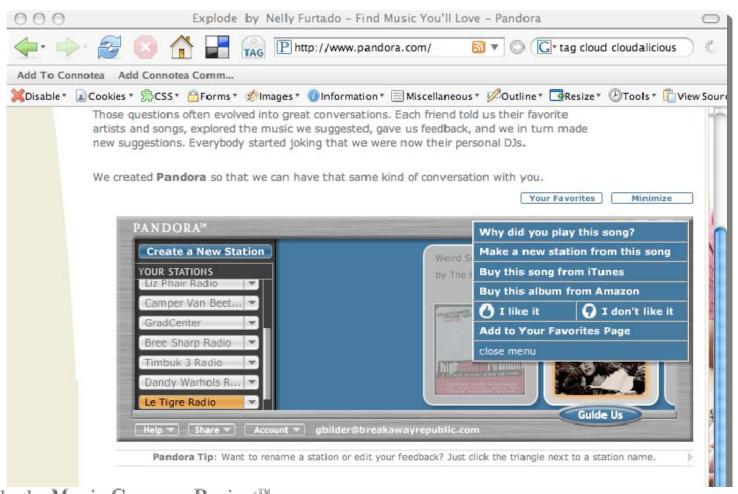


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created by the Music Genome Project™



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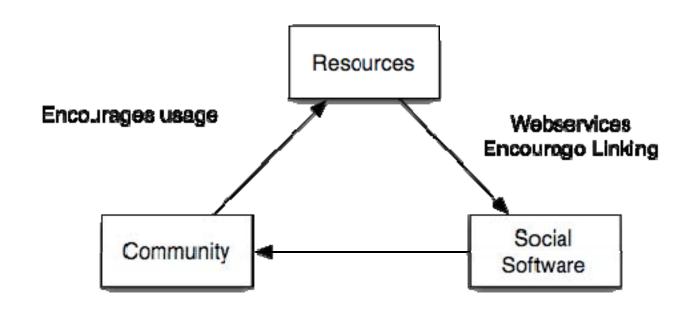




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# **Social Software Made Simplistic**



Links influence reputation



# **Implications**

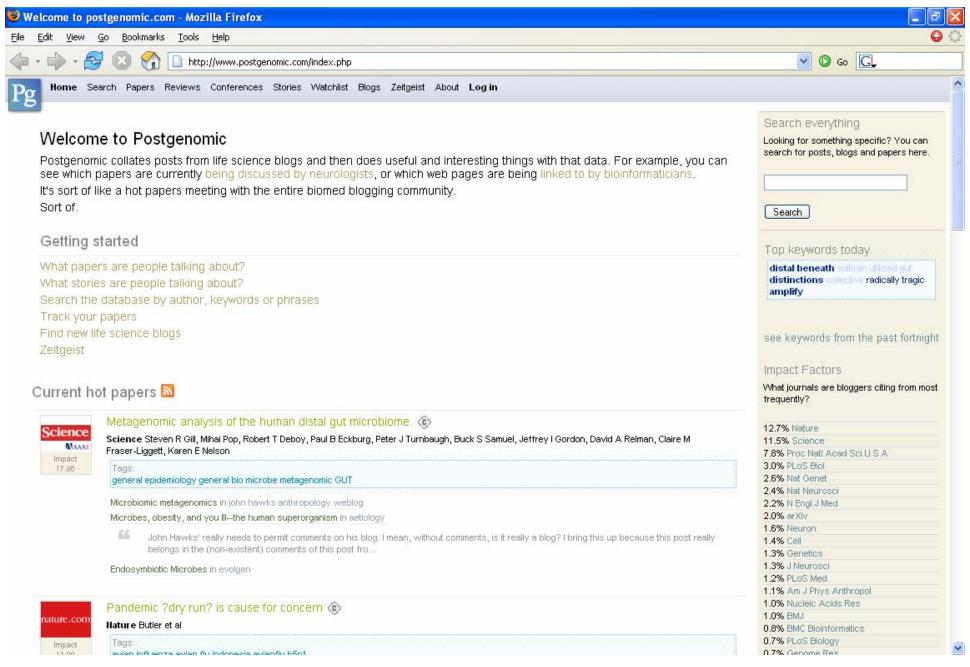
- What person X is blogging
- What person X is bookmarking- on several social bookmarking sites (e.g. del.isio.us, Connotea)
- What person X is listening to (e.g. Last.FM)
- What person X is taking pictures of (e.g. Flickr)
- What person X's travel schedule is (e.g. iCal)
- What books X is reading or planning on reading (e.g. Amazon wish lists)



## Implications (Academic)

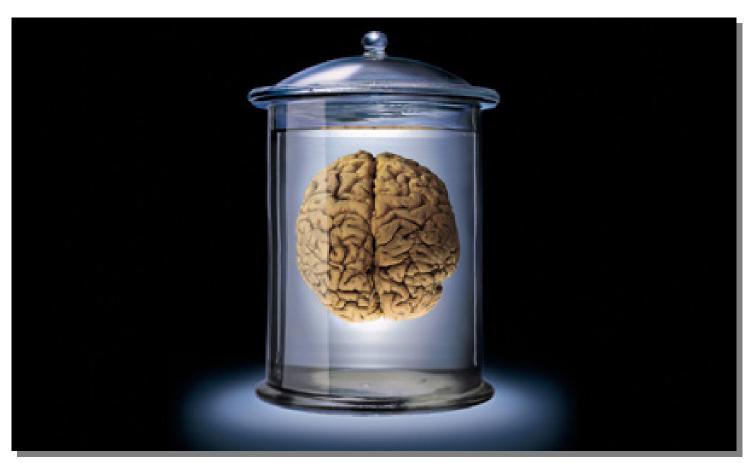
- See the realtime annotated bibliography of Dr. W
- Show all the ways in which people that you trust have categorized resource X
- See how your taxonomy compares to the taxonomy of Dr. Y
- See all the resources that your trusted colleagues are categorizing as Z

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# I Want To Subscribe To Your Brain

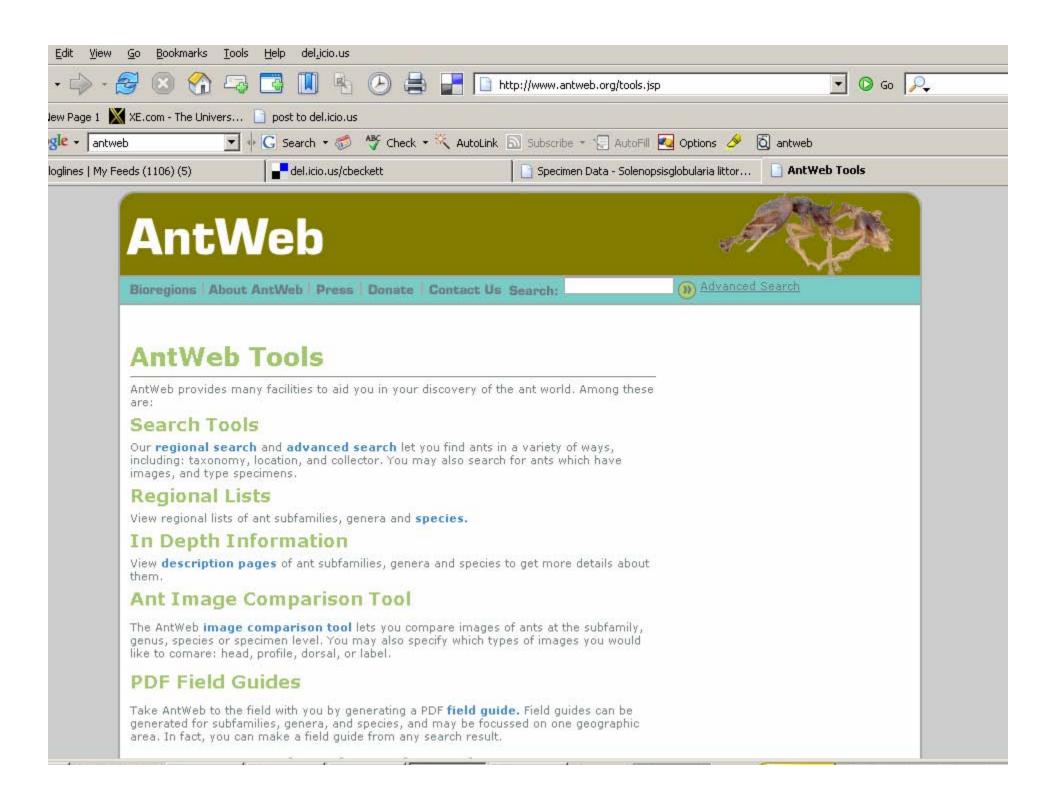


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# **Mash Ups**

# Google Earth and Ant Web





# Mash-Up of Google Earth and Ant Web



- User driven and controlled
- Based on open API's that allow in simple terms Google Earth and the AntWeb datasets to interact in real time
- To create a rich research tool
  - Can apply to any openly available dataset
- It would be V cool if I could see the relevant primary literature relating to this ant in this environment

**DEMO** 



# What it means for publishers

- Your site will become increasingly invisible to readers
- You need to optimise your content for the search interfaces that users use including the library world
- But more importantly you need to optimise it for the research world
  - Your content will continue to be important as long as you expose it to these social software tools and enable user generated content and sharing e.g. Mashups
  - But this will require better and more flexible business models that can provide realtime access to your metadata and primary data.



## References

- From Journals in the Time of Google By Lee C. Van Orsdel & Kathleen Born — April 15, 2006 <a href="http://www.libraryjournal.com/article/CA6321722.html">http://www.libraryjournal.com/article/CA6321722.html</a>
- Euan Semple on social computing at BBC [MP3, 24min, 11,1MB]
- The Myths and Realities of SFX in Academic Libraries by Jina Choi Wakimoto, David S. Walker, and Katherine S. Dabbour: The Journal of Academic Librarianship, Volume 32, Number 2, pages 127–136
- 4. http://www.antweb.org/nature\_mashups\_439006a1.pdf