

# ***Understanding Consortia Better: What Vendors Can Learn***

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## **ABSTRACT**

In the authors view Consortia probably resemble vendors more than they resemble libraries. A consortium aims to assist member libraries In the authors view libraries in carrying out their mission of improving the end user's access to information resources. No two consortia are alike: they have different structures, histories, and specific goals. Working with consortia often can reduce a vendor's overhead. It provides member libraries with the information (including pricing) they need to make subscription decisions. They say that "If a library consortium puts its Good Housekeeping seal of approval on a new e-resource and discusses it on consortial list serves and at consortial meetings, this helps create an interest and buzz about the e-resource among the member libraries." Handling negotiations and maintaining licenses for products "saves tremendous staff time in the libraries. Vendors should try to understand the unique qualities of the consortia with which they work. This article offers guidance directed mostly at vendors.

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