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# Forum on purchasing agreements and licensing

Since early 2004, ALIA has held a series of forums bringing together purchasers and suppliers to explore issues of concern in the acquisition of online resources. A report of the fourth forum on purchasing agreements and licensing, held in Sydney at the State Library of New South Wales on 4 February 2005, is now available. The forum was presented by ALIA's Purchasing and Consortia Reference Group, in association with the State Library of New South Wales. Eighty delegates from across library sectors and from a number of suppliers attended.

The forum was designed to promote information exchange and discussion across sectors and between librarians and vendors. The program included presentations on consortia models, licences and negotiation from library and supplier perspectives and small group workshops on licences and negotiation.

In the session on consortia models, Richard Sayers (State Library of Queensland and convenor, ALIA Purchasing and Consortia Reference Group) presented an overview of the development of consortia for acquisition of online resources. Sandra Henderson (National Library of Australia) reported on the forum 'Site licensing: a national issue', held in Canberra on 8 December 2004.

Janette Wright (RMIT Publishing) and Fides Lawton (University of Technology Sydney) presented supplier and purchaser perspectives on licensing principles and what to look for in a licence. Their presentations were followed by a workshop in which delegates formed small groups

to analyse key terms and conditions of a licence agreement.

Moyra McAllister (Blake Dawson Waldron) and Julie Stevens (ProQuest Information and Learning) gave library and supplier perspectives on effective negotiation and collaboration, covering relationships and negotiation between libraries and suppliers and between consortia and suppliers.

One of the intentions of all four forums on purchasing agreements and licensing has been to provide concrete outcomes for ALIA members and the sector. Since 2002, in addition to the forums, ALIA has developed the ALIA CIPS (Co-operative Information Purchasing Services for ALIA institutional members) and a web page providing information and links to resources and organisations relating to consortia and licences. From the feedback by delegates to this and earlier forums, it is clear that there is scope for more opportunities for discussion and debate; for training, for example in analysing, understanding and negotiating licences; and for access to information about consortia and licences. These areas will be pursued by the ALIA Purchasing and Consortia Reference Group in the development of programs in 2005–2006.

The forum report, including summaries of all presentations and workshops, is now available. For links to reports of this and the earlier forums and more information about the ALIA Purchasing and Consortia Reference Group, visit <http://alia.org.au/governance/committees/purchasing/>. ■

## Vendor offers and buying groups for ALIA members

ALIA, in partnership with ALDIS Associates Pty Ltd, offers Co-operative Information Purchasing Services (ALIA CIPS), a value-added service for ALIA institutional members. ALIA CIPS provides favourable purchasing arrangements, consulting and support services to assist members in their acquisition of database products.

By registering for the ALIA CIPS service, institutional members have access to: exclusive vendor offers; expertise in vendor negotiations; assistance in forming buying groups and in negotiating pricing and licensing for these groups.

ALIA CIPS especially benefits smaller libraries and information services and those from the special libraries sector. Through the co-operation, networking and expertise that ALIA CIPS provides, its members have access to an affordable and broader range of information resources. ALIA CIPS aims to save its members time and money in researching and negotiating for information resources. It assists with administering subscriptions, managing trials, disseminating usage statistics and arranging training.

For more information and to register your interest, visit <http://alia.org.au/members-only/cips.html> or contact: Robyne Lovelock, ALDIS Associates Pty Ltd, ph/fx 03 9502 0347, [robyne@aldis.com.au](mailto:robyne@aldis.com.au), <http://www.aldis.com.au>. ■