



A message from OCLC

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Partner Update

The quarterly newsletter for
OCLC partner news and resources



Partnering with OCLC: How it benefits you

Working with OCLC allows you to better serve your customers by streamlining the creation, delivery and access of content. When you partner with OCLC you strengthen your connection to a community which includes hundreds of organizations serving thousands of libraries with millions of users.

OCLC provides a number of benefits to partners that become part of this global library community. We work with you to create and deliver metadata and provide testing and technology for interoperability, so that libraries not only have the best content offered by our partners, but their patrons are able to access that content wherever they are located.

Inputs

OCLC works with partners (and libraries) to provide:

- **Discovery data:** Metadata used for discovery of content
- **Access data:** Collection and library holdings information that allows users to get access to that content
- **Authentication data:** Information that allows users to remotely access electronic content.



Streamlining content and access is only part of the story.

Because of the work of OCLC and the community of libraries and partners, your content is visible, discoverable and consumable by end users in a number of places:

- **OCLC Services:** 16,000 of OCLC's member libraries using services such as WorldCat Discovery, Interlibrary Loan, Cataloging services and the 250 million page views received on Worldcat.org.
- **Other library services:** OCLC also partners with providers including Auto-Graphics, Elsevier, and all major ILS vendors. These partnerships allow libraries to choose the service provider that best fits their needs while retaining access to the content to which they subscribe.
- **Search engines and websites:** OCLC partners with a range of consumer-focused services, such as Google Books, Wikipedia, Chegg and many more. Studies show that most research begins online, and partnerships with important consumer sites like these increases the visibility of your content in the places where many start their search.

A single partnership with OCLC can extend the discoverability, visibility and access to your content across a wide variety of platforms and services. To talk to someone on our team about partnering with OCLC for the first time or about expanding your current partnership, send an email to busdev@oclc.org. A team member will be happy to talk to you about the needs of your organization and how we might help.

Drive Discovery and Efficiency with WorldCat Metadata



Increase the visibility and drive discovery of your content with metadata from OCLC. You can benefit from OCLC's high-quality metadata when you outsource your record creation and delivery to OCLC or when you use our do-it-yourself model and license WorldCat records.

To get WorldCat metadata, contact us at busdev@oclc.org.

When your content is found and used, libraries see the increased usage and are more likely to renew, positively impacting your sales. In the last year we have created more than 300,000 records and delivered over 75 million records to 3,000 libraries for partners just like you utilizing our Record Creation and Delivery Service. Springer has reported that libraries using OCLC's Record Creation and Delivery Service have seen their Springer e-book usage increase by 50%.

Some of our partners already have cataloging staff.

For these partners, we offer the ability to license WorldCat records, for internal use or with rights to re-distribute. Partners have found that when they use WorldCat metadata in their cataloging process, they can streamline their record creation process, saving catalogers time and improving their efficiency. Additionally, their customers receive metadata that is regularly updated by the library community and OCLC staff.

Whether you choose OCLC's Record Creation and Delivery Service or the do-it-yourself option of licensing WorldCat records, we look forward to partnering with you on your cataloging needs.



FEATURED PARTNER

Wiley

Since 2000, [John Wiley & Sons, Inc.](#), a publisher headquartered in Hoboken, New Jersey, has partnered with OCLC to effectively deliver information and content to libraries worldwide. Wiley helps people and organizations develop the skills and knowledge they need to succeed. Their online scientific, technical, medical, and scholarly books and journals, combined with their digital learning, assessment, and certification solutions, help universities, learned societies, businesses, governments, and individuals increase the academic and professional impact of their work.

Wiley uses OCLC's Record Creation and Delivery services to create high-quality MARC records for their e-books, which OCLC delivers to their library clients via WorldShare Collection Manager. OCLC's WorldCat knowledge base also provides libraries and consortia—including the

“OCLC is an essential partner in helping manage e-book records for our evidence-based acquisitions model. This works for the bulk upload of the initial records, and then also for delivering the bespoke list of perpetual access titles, which vary from library to library. Without the WorldCat knowledge base, it would certainly be difficult to do that. We're proud to have OCLC as our partner to help manage this

Orbis Cascade Alliance, SCLEC, and Hong Kong Baptist University—with access to metadata for Wiley’s books and journals.

process for our customers.”

Matthew Ragucci

Wiley's Library Technical Services Manager

OCLC delivers MARC records to Wiley’s library customers and indexes the records in their discovery layers to ensure library users can find and access this content. Wiley e-book sales have increased, which Matthew attributes to the best-in-class OCLC MARC records Wiley customers receive. “I think the over-arching purpose behind this partnership,” Matthew said, “is that Wiley is serving our libraries the best way we can, and OCLC is the best fit to help us fulfill that mission.” Wiley and OCLC often work together to enhance processes to improve services for our mutual customers.

One important benefit of this partnership is the exposure of Wiley books and journal content to library users wherever they begin their searches. As Duncan Campbell, Director Global Sales Partnerships at Wiley, explained, “Wiley publications can be found in multiple places thanks to this partnership. OCLC is linking customers to content in the quickest and most effective manner possible.” Matthew agreed, adding, “We want to be sure all Wiley content is available in WorldCat, because that remains the largest online bibliographic database that libraries use. We look forward to accomplishing more in the future through this strong partnership.”



OCLC

2016 - 2017 ANNUAL REPORT

continual reinvention

50 years of successfully navigating change

Dear colleagues:

OCLC is a rare example in the technology world of both continuity and reinvention. What started in 1967 as a dream for a few academic libraries in Ohio is now a reality for thousands of libraries worldwide and the millions of people we serve.

In celebrating our golden anniversary, we had a chance to reflect on OCLC's 50-year commitment to shared technology, research, and community, including examples of reinvention from the past year. In FY17, we reimaged the use of WorldShare[®] for student workers. We rethought resource sharing to expand both what can be done and for whom. We engaged in major new research that points toward the need to reinvent library collaboration at even greater scales. You can read more about these and other efforts below.

OCLC has made giant strides in the past 50 years. We have great plans for the future, too, starting in FY18 with a reinvention of the collective collection. We're launching a global theme of The Smarter Library for all of our regional council meetings. And we're finding new ways to make more of our services available for an even wider array of libraries. And that's just to name a few key initiatives.

Reinventing WorldCat and WorldShare

At the core of our commitment to sharing are WorldShare and WorldCat[®]. We continue to add new types of data and new opportunities for cooperative workflows.

WorldShare Management Services (WMS) were enhanced with new features—more than 70% driven by member feedback.

150⁺ features

The first-ever OCLC WMS Global Community & User Group Meeting was held in September 2016, in Dublin, Ohio, USA, bringing together more than 100 library professionals from four continents around the world.

1st global meeting

120 librarians

Reinventing resource sharing

No single library can hold every item its users need. Our members rely on the OCLC resource sharing network locally, in groups, and around the world. In FY17, we made significant investments that make it even easier for more types of libraries and groups to support one another.

65 libraries are live with Tipasa

We launched Tipasa[®], the first cloud-based interlibrary loan management system, in January 2017. At the end of FY17, 65 libraries had committed to implementation.

The Beale[®] International team joined OCLC in January 2017. Beale 920, the market-leading consortial borrowing solution, provides key benefits such as responsibility logic, which facilitates the highest fill rates in the industry.

We also announced a new shared print registration service to enable libraries to note their commitments to

The OCLC 2016–2017 Annual Report has been released

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[View the Annual Report](#)

Library and Archives Canada to move catalog to WorldCat, use OCLC WMS as its library services platform

Library and Archives Canada (LAC) has entered into an agreement with OCLC to use WorldShare Management Services as its library services platform and move its National Union Catalogue to WorldCat. These moves are designed to make Canada's documentary heritage more widely accessible and available to library users in Canada and around the world.

OCLC was awarded the contract following a Government of Canada public procurement process. OCLC was determined to be the only organization that was able to meet all of LAC's requirements.

[Learn more](#)

Jisc and OCLC have announced a partnership to build a new shared service

As part of delivering on the vision of a UK national digital library, Jisc and OCLC have announced a partnership to build a new shared service that will aggregate academic bibliographic data at scale to improve library collection management and resource discovery for students and researchers.

Jisc, the digital solutions provider for UK education and research, has announced that OCLC, the global library cooperative, has been awarded the contract to develop a new National Bibliographic Knowledgebase (NBK). The NBK, originally proposed in Jisc's National Monograph Strategy, will support the learning and research needs of the UK higher education community. The vision is to extend the capabilities of the current Copac service by investing in technology that can ingest diverse library data at a higher speed and greater volume. The new service will enable a shift in the way libraries manage their print and digital collections and in the ways people access those resources.

[Learn more](#)

 **MEET THE TEAM**

Tim Martin, Manager, Publisher Relations and Business Development, has been a valuable team member at OCLC for almost twenty years. There are many reasons that Tim enjoys working at OCLC. Two of his favorite things are the opportunity to be a part of a mission that he believes in and the chance to work with great colleagues and partners.

As a member of the Business Development team, Tim works with publishers and content providers to assist them in making their content discoverable and accessible in library systems. He also helps educate publishers and content providers about how libraries work.

Tim has a strong background in account management and has worked in a variety of industries, including banking, utilities, and freight payables. He likes working with many different people from diverse backgrounds, and he is thrilled to have a chance to work with people globally. Tim went to school at Bowling Green State University and graduated with a Bachelor of Science in Business Administration.

Tim has two sons. His son Matt is a senior at Ohio State University, and his son Nick is a sophomore at West Virginia University. In his free time, Tim enjoys attending sporting events and spending time outdoors, especially golfing and camping and kayaking. Tim loves to travel, and Europe is his favorite destination. Recently, Tim and his family adopted an English bulldog named Hogan from the [Buckeye Bulldog rescue](#). Hogan will keep them busy in the coming months.



Tim Martin

 **NEW PARTNERS**

We are pleased to introduce some of our new partners.



[Copyright Agency](#), is a not-for-profit, member based organization that has been appointed by the Australian government to collect fees and distribute royalties to writers, artists and publishers for the reuse of text and images.

[Mergent](#), based in New York City, NY, has been a leading provider of business and financial information on public and private companies globally. Mergent is known to be a trusted partner to corporate and financial institutions, as well as to academic and public libraries.

[Kluwer Law International B.V.](#), part of the Wolters Kluwer Legal and Regulatory group and based in Dordrecht, Netherlands, is a leading global provider of intelligent information and electronic solutions for legal and business professionals as well as expert educational resources for law students and professors.

[The Asahi Shimbun Company](#), based in Tokyo Japan publishes daily newspapers and provides other services. It's online database, The Kikuzo II Visual, is an online article database that permits easy investigation of past events. It is the largest newspaper article database in Japan, permitting searches of 15 million articles and advertisements from more than 138 years of the newspaper, from its first edition in 1879 (Meiji 12) to today.

 **WHERE TO FIND US**

Members of the Business Development team will be at these events. If you will also be attending and would like to meet with us, please [send us an email](#).

 **9–13 February 2018**

ALA Midwinter

Denver, Colorado, USA

[Learn more](#)

 **10–12 April 2018**

London Book Fair

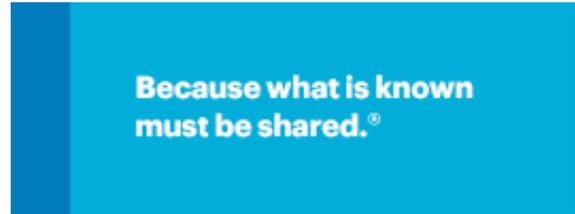
London, United Kingdom

[Learn more](#)

 **SHARE YOUR FEEDBACK**

We would like to hear your feedback on this newsletter and any topics you would like included in future editions. Do you have questions about OCLC, our partner solutions, or library-related topics you would like to know more about? Send us your thoughts or questions, and we will do our best to include it in our next newsletter.

[Tell us what you think](#)



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