2018 ASERL RE-THINKING DOCDEL AND BEYOND
REPRINTS DESK ACADEMIC A-Z
2006
Reprints Desk founded.

Document delivery service designed specifically for needs of corporate customers.

Typical workflow:
▪ All orders placed directly by end users with a single document delivery supplier
▪ Supplier filters orders against print collection, subscription content & other content assets
▪ Supplier sends links & highly quality PDF documents directly back to end users
▪ New innovations add value over traditional service features: flat service fee with no rush changes.

2008
Earned #1 ranking in document delivery vendor scorecard by analyst firm Outsell Inc.

Buyer responses favor Reprints Desk overall and in every category, but only 13% from education sector.

2010
First test at providing document delivery to Academic market fails

Customer discussions provided insights that the service packaging was not aligned with the needs of academic libraries:
▪ Fixed collection of content was needed rather than an ‘any article, any publisher’
▪ A user interface for accessing a catalog for comparative sourcing analyses
▪ Lower service fees versus commercial document delivery offerings
▪ Specially negotiated copyright royalty rates to make the cost comparable to the fully loaded cost of interlibrary loan.
2011-2012

Back to the drawing board to re-package the document delivery offering.

Re-packaged the external document delivery offering for academic libraries then validated with customers. Successfully negotiated copyright royalty rates that were advantageous compared to commercial docdel rates.

ACADEMIC VS COMMERCIAL DOCDEL COPYRIGHT ROYALTY COMPARISON

- A-Z Academic DocDel Collection $23.50
- Reprints Desk’s Commercial Document Delivery $32.00

2013


Launched service at UW Libraries. UW Libraries later included service statistics and approach to integrating service as a “First Resort” sourcing option within their CoILL Conference case study entitled “Keep Calm and Borrow On: How we learned to stop worrying and love statistics.”

2014

Worked with Atlas Systems to create ILLiad addon to integrate the A-Z Academic DocDel Collection into ILLiad-enabled workflows.

Incorporated customer feedback and testing to enhance the service and develop the ILLiad addon that became available in March 2014.
WHAT IS THE A-Z ACADEMIC DOCDEL COLLECTION?

- Supplement to subscriptions
- Cost effective alternative to interlibrary loan (ILL) service & commercial document delivery service/rates
- Tool for meeting patrons’ urgent article acquisition needs
- Optional ‘any article, any publisher’ secondary sourcing
- Special copyright royalty charges ~$15-25 USD
COLLECTION & PUBLISHERS

ARTICLE GALAXY'S A-Z ACADEMIC DOCDEL COLLECTION FEATURES:

- **24/7**
  Support & delivery for journal articles & book chapters in native PDF format

- **50,000+**
  Journals from all leading publishers & many niche titles, too

- **450,000+**
  Individual papers & book chapters in original PDF format

- **<30 MINS**
  Average delivery time via Article Galaxy's ultra-rapid delivery engine

SOME OF OUR PUBLISHERS

[Image of publisher logos]
HOW ARE YOU DIFFERENT FROM THE COMPETITION?

- ZERO START-UP FEE. PAY ONLY WHEN WE COMPLETE AN ORDER.
- COMPETITIVE PRICING.
- VERY ROBUST ACADEMIC COLLECTION.
- 24/7 DOCUMENT DELIVERY AND CUSTOMER SUPPORT
- OPTIONAL EXTENDED SOURCING OF DOCUMENTS
USE CASES, INTEGRATIONS & CUSTOMERS
WHY ACADEMIC INSTITUTIONS RELY ON US TODAY

CONTU Exceptions + Time-Sensitive Requests + Embargoed Content + Last Resort
<table>
<thead>
<tr>
<th>Publication</th>
<th>Std Nos</th>
<th>Publisher</th>
<th>Copyright</th>
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<tbody>
<tr>
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<td>LWW Journals</td>
<td>$22.00</td>
</tr>
</tbody>
</table>
RAPID ILL – INTEGRATION
RAPID ILL – DIRECT ORDERING
ILLiad Addon w/ Odyssey

ILLiad A-Z DocDel by Reprints Desk Addon

updated by Caitlin Ankney (Mar 17, 2016)
REPRINTS DESK... ALWAYS A CLICK AWAY!

We are Always Here... Not Just Sometimes Here...
ARTICLE GATEWAY INTEGRATION

RULE OF 5 ROUTING - BEST VENDOR BASED ON PRICING

AUTOMATED ROUTING RULES CAN BE PUT IN PLACE

- Specific Titles to be automatically ordered
- Specific Price thresholds to be automatically ordered
UNMEDIATED ORDERING

Title: Industrial production of enzyme-modified wool fibers for machine-washable bed coverings.
Source: Biotechnology Journal [1660-6768] Lenting, Herman B M yr 2009 vol 4 iss 10 pg 1441-9

This item may not be available online. Check for a copy, or request it from another library.

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- Publication: Biotechnology Journal
- Year: 2009
- Article Title: Industrial production of enzyme-modified wool fibers for machine-washable bed coverings.
- Authors: Lenting, Herman
- Volume: 4
- Issue: 10
- Pages: 1441-9
- ISSN: 10.1002/biot.2009
- PMCID: 1957799

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THANK YOU!

Tony Landolt (tlandolt@reprintsdesk.com)  510-303-3231

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