



Library-Friendly Contract Language for Hospital Libraries

Kellee Selden, MLIS

Michele Matucheski, MLS, AHIP

Objective :

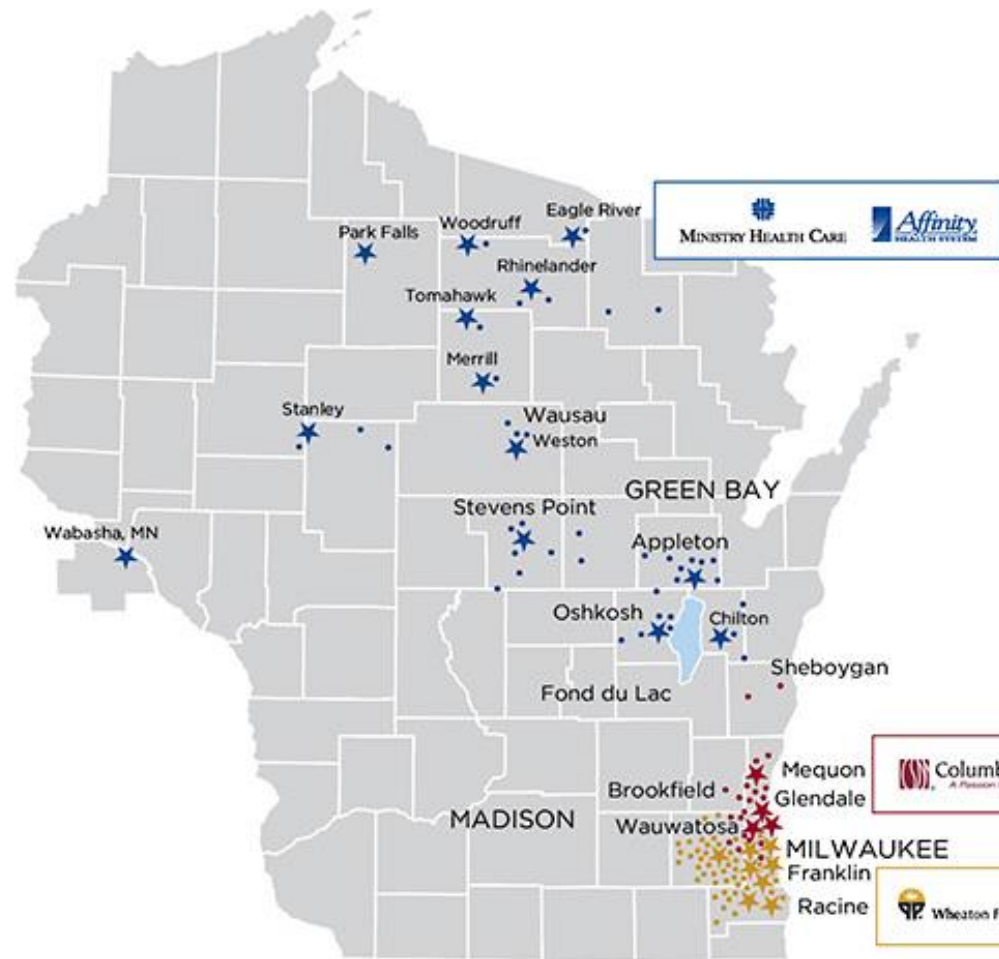
- Work with Contracts, Acquisitions, and Legal Depts. to develop a template that includes Library-Friendly-text that can be used to negotiate better License Agreements.
- Not a rehash of LibLicense
But what we did with it.

Who we are ... and why you should listen to us



- Kellee Selden, MLIS, [Informatics]
- Michele Matucheski, MLS, AHIP

ASCENSION Wisconsin



LARGEST NON-PROFIT HEALTH SYSTEM
 #1

ASSOCIATES
 19,600

HOSPITALS
 23

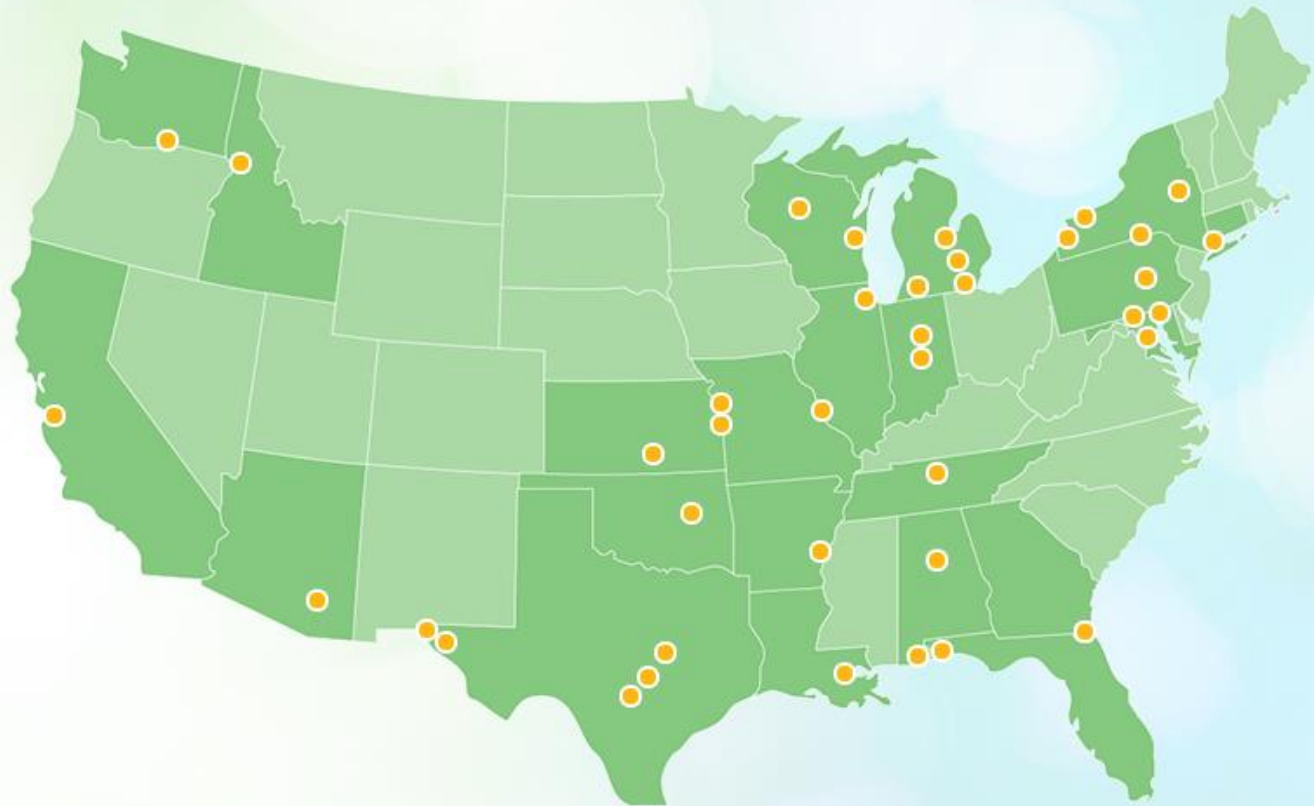
PHYSICIAN CLINICS
 110+

MEDICAL GROUP CLINICIANS
 900



Health Ministries

Ascension's subsidiaries include Ascension Health, the nation's largest Catholic and non-profit health system. Its Mission-focused Health Ministries employ more than 155,000 associates serving in more than 1,900 sites of care in 23 states and the District of Columbia.



Our Challenge

- Overcome not-so-favorable Contracts and expensive pricing
- Educate our Corporate Partners about
 - What we need
 - How we use these products
 - What needs to be included in a contract that may have been previously overlooked



The Intervention

- Develop a document / checklist of Library-Friendly text that could be added to relevant contracts



The Source Documents

- LibLicense
- Our existing well-done consortia contracts with standing vendors
- Library-Friendly Contract Language – with sample language (our new Frankenstein document)
- The resulting Ascension Library eResources Template (a la The Resource Group)

What we added ...

- **Authorized Sites**
- Authorized Users
- **Authorized Uses / Permitted Uses**
- Including Allow ILL
- Delivery and Access (including Remote Access)
- Payment
- Performance Obligations
- Perpetual Access / Perpetual License
- Price Increase Cap – Limit annual price increases
- **Term, Renewal, Termination**

Impact / Results

- Ascension Library eResources Contract Template
 - Can be used as a starting point with relevant vendors



Does it work?



Negotiate



Contact us

- Kellee Selden, MLIS

Kellee.Selden@ascension.org

- Michele Matucheski, MLS, AHIP

Michele.Matucheski@ascension.org

Handouts / Documents at :

[http://ministryhealth.libguides.com/Librarians
Corner/ContractLangauge](http://ministryhealth.libguides.com/LibrariansCorner/ContractLangauge)

Questions?

