

Tips from the Trenches

Negotiating tips from
librarians and vendors

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They're with me ...

Group buying saves money!

- ❖ **Consortia buying** – regardless of specific model can help negotiate group discounts, because the Vendors want the market share.
- ❖ **Central Purchase** - this model provides the most incentive to vendors and usually obtains the largest discount levels.
- ❖ **Participatory Option** – will also yield discounts, however they will usually be on a pricing scale.

Time can be your friend...

If consortia purchasing is not an option!

- ❖ **Multiple year pre-paid subscriptions** – This model is welcomed by most vendors and elicits the most discounts.
- ❖ **Option years commitment** – If your budget does not allow pre-paying a commitment to renew for a set number of years will also be welcomed by vendors and allow you to negotiate discounted pricing.

Being first in line pays off...

No lollygagging allowed

❖ Vendors are always innovating:

- ❖ New online tools

- ❖ New collections

- ❖ New services

Your organization can negotiate “early bird” pricing which in most cases will be grandfathered by the vendor, providing substantial savings over time.

I want to be your partner...

Really, I can help!

- ❖ **Innovating does not happen in a vacuum, vendors need collaborators,**
 - ❖ **Be a test site**
 - ❖ **Provide access to special collections and generate revenue**

As a partner your organization will benefit from lower pricing which again in most cases will be grandfathered by the vendor.

Do you know who I am?

I have lot's of friends!

- ❖ **Customer referrals are essential for vendors**

- ❖ **Every customer is referral**

- ❖ **Name recognition**

Vendors are willing to negotiate if they can brag about you, and use you as a referral.

Negotiating Tips recap...

The library space is unique, partnerships with vendors are essential to accomplish your mission



- Central purchase
- Participatory
- Pre-Paid multiple year subscriptions.
- Renewal option years commitment.
- Help promote new tools
 - Online
 - Collections
 - Services
- Help test new tools
- Help enhance vendor tools
- Provide access to you special collections
- Be a referral

Don't hesitate to ask, explore all your options and look for long term partnerships whenever possible.

Web of Science
Trust the difference



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