Transforming the Library/Vendor Relationship

Maggie Farrell
University of Nevada
Las Vegas

Barbara Kawecki
GOBI Library
Solutions from EBSCO

Rick Branham
SirsiDynix
Introduction

Maggie Farrell | Dean of Libraries, UNLV
Agenda

Why Should I Partner with a Vendor?

What Types of Partnerships are Useful?

How Can I Make the Partnership Work?

When Should I End the Partnership?
Why Should I Partner with a Vendor?

Barbara Kawecki | Director, Customer Retention, Western U.S., GOBI Library Solutions from EBSCO
Pragmatic, fact-based view of vendors & their motivation
Benefits of collaboration

- Library needs expertise & resources
- Vendor needs to understand workflow
- Confirmation of development
- Vendor agility
- Drive product direction
What Types of Partnerships are Useful?

Rick Branham | VP Pre-Sales Solutions & Academic Library Initiatives
One of the all-time great partnerships ...
Vendor capabilities, functionality

Development roadmap

Customer implementations

Helps determine next steps
Consultative

Vendor demonstrations and discussions
Pre-development
Beta testing
NDA
Collaborative Development

Agreement for co-development

Functional specs

Development timeline

Tools (conferencing, file sharing, prototyping)

Transforming the Library/Vendor Relationship
Tools for Collaboration

- Prototyping software
- File sharing
- Conferencing
Prototyping Software

https://blog.prototypr.io/the-7-best-prototyping-tools-for-ui-and-ux-designers-in-2016-701263ae65e8?gi=6bf93b75f834
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The Nature of Difference: Theories and Practices of Landscape Architecture

Add a Section, Item or Note to start building your list.

You can drag items from search results to your list in the pane on the left.
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We will have a test on the final 3 chapters of Relational Aesthetics so be sure to finish it up this week. You will all be happy to hear that the final three S, M, L, XL chapters will not be on the test.

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You may complete the “Architecture and Urban Planning” and “Predicting the Future” reading at any time. All other reading must be completed on schedule in preparation for testing and your Studio projects.

Add sections

Number of Sections to Add

- Week 1
- Week 2
- Week 3

You will need to have all of your textbooks in class on week 1 as we will be reviewing reading assignments for the entire term and tagging them with sticky notes.

Elements of Parametric Design
Robert Woodbury
Paperback: 312 pages
Publisher: Routledge; 1 edition (July 3, 2019)

In Architecture, by Aedifica Inc.

Parametric Design for Architecture
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208 pages
Publisher: Laurence King Publishing; September 3, 2013

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Parametric Building Design Using Autodesk Maya

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Description: Due to its comprehensive tool-set and great potential for 3D modeling, more and more architectural design and interior design firms are adapting Autodesk Maya and integrating it into their practice. There has been no book aimed at architects and designers who wish to harness the opportunities...
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- **Week 2**
- **Week 3**
- **Week 4**
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- **Week 5**
- **Week 6**
- **Week 7**
- **Week 8 - Mastery of Landscape Principles Checkup**
- **Week 9**
- **Week 10**
- **Week 11**

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**Elements of Parametric Design**
Robert Woodbury

- Paperback: 312 pages
- Publisher: Routledge; 1 edition (July 3, 2010)
- ISBN-10: 0415778871

Description: Driven by new computer and digital fabrication tools, the architectural designs that are being built are pushing boundaries of form, customization and construction. Pushed by practices wanting and needing to...

**Parametric Design for Architecture**
Wassim Jabi

- Paperback: 208 pages
- Publisher: Laurence King Publishing; September 3, 2013
- ISBN-10: 1780673149

Description: Architects use computer-aided tools to help them visualize their ideas and build models of their designs. However, the majority of these models are built in such a way that it makes them difficult to modify interactively...

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Conferencing Software

https://www.pcmag.com/article2/0,2817,2388678,00.asp
How Can I Make the Partnership Work?
Identify the Problem

Transforming the Library/Vendor Relationship

11/16/2017
Finding & Vetting Partners

Library need → Common solutions

Technology expands possibilities → Who finds whom?
Care and feeding of the relationship

Right People

Communication

Quid pro quo

Resolving Problems
Ending a Partnership

Why does the partnership end?

Don’t burn bridges

Document conclusion of partnership

Transforming the Library/Vendor Relationship
Discussion

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