

August 2022

DEALS & DISCOUNTS FOR K-12 LIBRARIES



RAILS PHILOSOPHY

- Vendor partnerships
- Transparency, logical pricing structure, mass appeal
- Quality resources

How can RAILS libraries help?

- Participate!
 - Negotiations are based on potential; our power lies in our participation & economies of scale
- Share your suggestions and comments



BUDGET IMPLICATIONS

- Members saved over \$1,000,000 FY22
 - Economies of scale
 - Billing and oversight
 - Help offset library budget strains

What's new?

- **Visit railslibraries.info/deals to view current deals**
 - Pricing, webinars/demos, trial links
- Check weekly *RAILS E-News* and L2 calendar



CURRENT / NEW DEALS

- Currently, about 30 discounted resources for K-12 libraries
- Negotiate for new resources and restructure established pricing to reflect library needs and trends
 - EBSCO Database packages
 - Currently in discussions with a few vendors
 - Takes time to work out pricing and logistics
- Discounts for catalog resources such as Quill, The Library Store



Don't Be a Stranger!

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RAILS FREE/FOR SALE/WANTED

- Visit railslibraries.info/membership/classifieds
- Looking to sell items from your library or acquire items for free or low cost?
- Libraries may list giveaways or for-sale items, or post inquiries about wanted items. It's easy to post and browse the pictures of the items.
- Reach a wider audience than posting in the email lists
- Open to both RAILS and IHLS members.



PROPOSAL FOR STATEWIDE ONLINE RESOURCES

- Since 2019, RAILS has continued to seek support for a \$5 million annual appropriation for a suite of online resources to support all IL libraries of all types and sizes.
- A national survey reveals that Illinois is currently one of the only states in the country that doesn't offer its residents statewide access to a core group of vital online information resources.
- Updates will be posted in the RAILS *E-News*.



LINKS

- railslibraries.info/deals
- railslibraries.info/membership/classifieds

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