

# The changing role of the Library Supplier: eBooks from Dawson

This article is an advertising feature.

**Since its launch in 2007, continued innovation has reinforced dawsonera as Europe's leading ebook supplier for academic and research libraries.**

**Integrating seamlessly with existing Dawson services, dawsonera is a major investment and indicates the long term commitment of Dawson Books to provide libraries and information departments with the content they require in ebook and new media formats.**



**JUDE NORRIS**  
eBook Sales and  
Marketing Manager  
Dawson Books

## Streamlined Workflows

Dawson has a wealth of experience in providing sophisticated systems and services, providing innovative technologies for academic libraries around the world. Building on the existing library workflow, Dawson has listened to the needs of libraries with whom it works in partnership to provide integrated acquisition tools and services for both print and ebooks.

Understanding the need for flexibility when it comes to ebooks, the dawsonera platform permits an unlimited number of users to read one copy of the ebook at the same time. Library users can access ebooks on, or off campus and can choose to read ebooks online, or download for a time limited period on their laptop or memory stick. They may print, copy and make permanent notes within the ebook, creating an interactive learning experience.

New acquisition models are emerging, library budgets have tightened, and the opportunity for patron selection is a compelling new offering. This allows users to ultimately contribute to collection development by auto-purchasing ebooks appearing in the library catalogue that are not currently owned by the library. The library maintains overall control and sets predefined criteria to ensure that ebooks are acquired within budgetary restraints.

Dawson continues to explore new purchasing models for ebooks, contributing to the current JISC project to discover the economic impact of e-textbook business models on printed book sales by working with leading university libraries and three prominent textbook publishers - McGraw-Hill, Sage and Palgrave Macmillan.

## Content

Our relationships with publishers are strong, having been built over many years as a result of perfecting the distribution of printed books. With our customer base in mind, content focuses solely on academic texts, yet covers all disciplines as well as catering for college, undergraduate and postgraduate levels.

In September, dawsonera surpassed the landmark total of 100,000 ebooks, with coverage extending to over 240 publishing partners. Continuing this trend, the total number of ebooks licensed will rise to more than 120,000 titles during the autumn term. Content is updated and augmented in real time during the course of a day (often several times per day).

Since the launch of dawsonera, the evolution and demand for ebooks has seen publishers reassess their content strategy, breaking down previously enforced embargoes to bring ebooks to the forefront of publishing programmes. Working in partnership with libraries and publishers, Dawson has been instrumental in bringing front list material to the platform ensuring that ebooks are available for purchase at the same time that the printed book is published.

Negotiations continue with leading academic publishers to obtain content relevant to the academic community. Our leading publishers include Ashgate, Butterworth Heinemann, Brill, Cambridge University Press, Channel View, Elsevier, Hodder Education, Jessica Kingsley, Learning Matters, McGraw-Hill, Open University Press, Oxford

University Press, Palgrave Macmillan, Pearson Education, Routledge, Springer, Taylor & Francis, Wiley and World Scientific.

## Seamless Integration

Working closely with our library partners, we fully understand that access to ebooks is principally from the library catalogue or VLE. With this in mind, Dawson provides enhanced MARC records to AACR level II, within 24 hours of point of order. Links are "OPAC ready" containing the authentication prefix, whether via WAYFless URLs or Athens.

Multiple entry points promote the discovery of ebooks and libraries are already taking advantage of persistent URLs, seamlessly linking to the full text at title, chapter and page level from the library catalogue, Blackboard or Moodle.

## New Enhancements

Our mission is to set the standard in ebook technology. To achieve this, we continue to research, develop and provide new expertise with our library partners to ensure that dawsonera is always the technological pioneer.

During the past twelve months we have introduced more than 100 new features and enhancements to the platform. Highlights include; improved searching, with the addition of a 'metadata' only search, and a 'did you mean?' function, as well as the integration of RefWorks which helps users export and manage citations in preferred formats. We continue to work with content discovery tools and libraries are already cross linking dawsonera titles, using SFX. The introduction of IP passport authentication has proved beneficial for libraries, particularly when providing ad hoc authentication for walk-in users. Further enhancements to the rental model include student credit card purchasing and demand driven acquisition.

In addition to 'Phase II' developments, the dawsonera team has assisted more than 90 libraries to move from Athens to Shibboleth authentication in the past year. Dawson is a member of Federations worldwide, including HAKA, SWITCH, FIEDE, RENATER and DFN. Automated systems make sure WAYFless URL links are provided within 24hrs of order, ensuring users can link from the library catalogue direct to full text, taking full advantage of single sign on technology.

As it has for the past 100 years in library supply, Dawson continues to embrace new technologies to ensure that dawsonera is at the forefront of ebook developments. With 'Phase III' penned for early 2010, we look forward to the exciting new features and enhancements that will become available as we continue to meet the evolving needs of our library customers.

## Contact Us

To arrange a 30 day free trial, live demonstration on site or to take advantage of our title matching service, please contact a member of the dawsonera team by email to [enquiries@dawsonera.com](mailto:enquiries@dawsonera.com) or telephone +44 (0)1933 417500.

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