"Advocacy in Acquisitions: Defining Value, Expanding Roles, and Staffing Intentionally", 2019 ALA Annual Conference, Washington, D.C.

Laura Sill

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# Advocacy in Acquisitions:
# Defining Value, Expanding Roles, and Staffing Intentionally

Laura Sill
Director, Resource Acquisitions & Discovery (RAD)
574-631-4036
ljenny@nd.edu

UNIVERSITY OF NOTRE DAME | HESBURGH LIBRARIES

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# Problem Statement



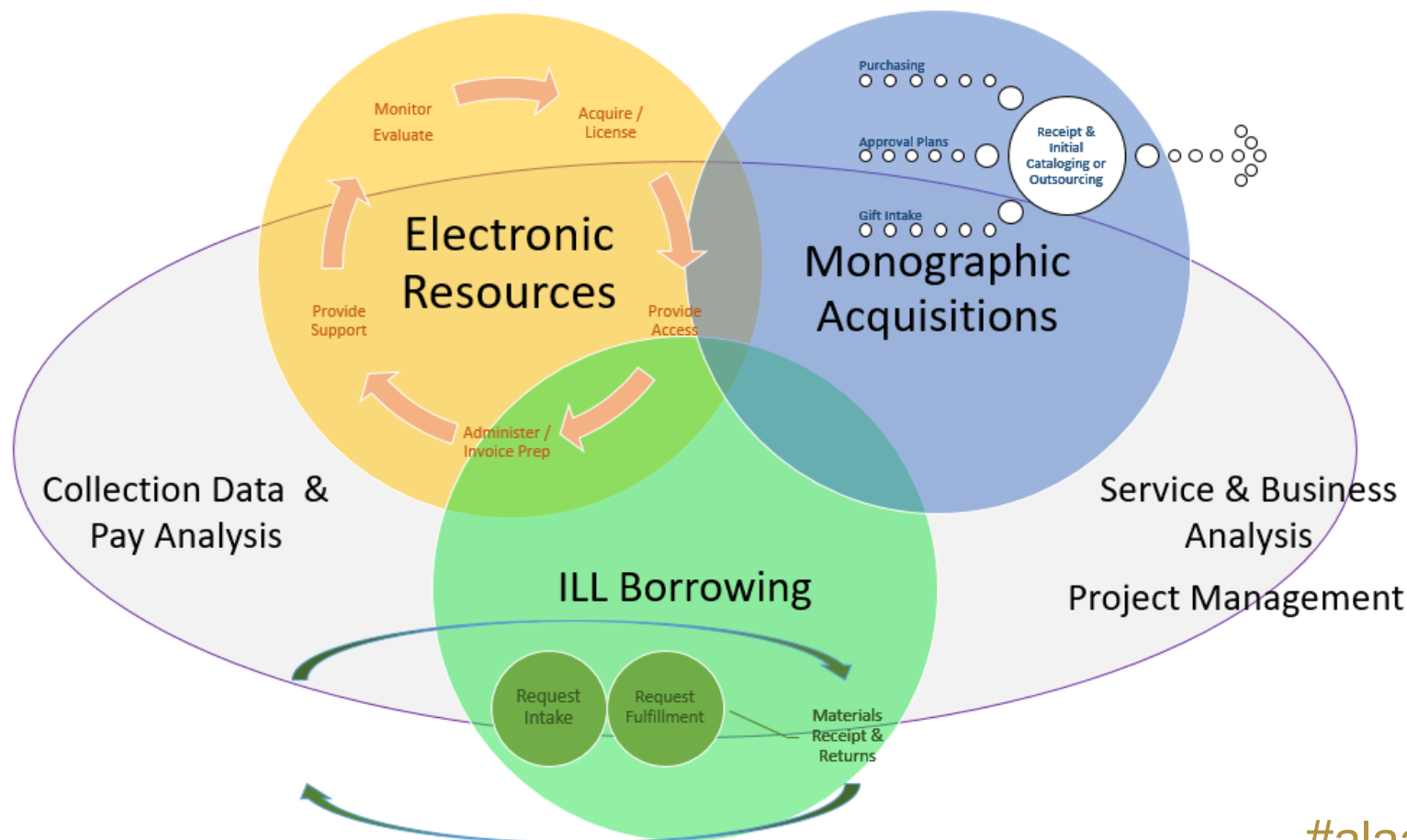- The evolution of collections and services provided by the contemporary library are changing the nature of traditional acquisitions activities and jobs.

- Effective advocacy for these evolving roles is now a necessary part of the work of evaluating organizational needs, linking these needs to position responsibilities, and moving ahead with both reorganizations and recruitment.

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# Interlibrary Loan & Acquisitions Services (ILLAS)

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## Content Strategy

- Provides overarching plan; Used to set goals; Tied to Library Strategic Plan; Reflects Libraries' and institutional goals; Demonstrates value

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## Collection Policy

- Subject-based roadmap; Defines levels of subject support

## Collection Assessment

- Qualitative data & evaluation; Future oriented; Ongoing activity; Subjective; Meant to inform decisions; Defines how user needs fit with the collection

Subject Services & Collection Strategy Program

## Collection Analysis

- Quantitative data & evaluation; Snapshot in Time; historical in perspective; Ongoing activity; Hard data; Trend oriented; Cost-benefit analysis

## Acquisitions Strategy

- Supports (carries out, contributes to) Collection Strategy; Format agnostic

Interlibrary Loan & Acquisitions Services Unit

## Acquisitions Method

- Demonstrated to be cost effective; efficient; format agnostic; effective; scalable; fiscally sound; service-oriented

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# RAD Services Analyst

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## Service Optimization

- Applies creativity, critical thinking and technical knowledge to topical and operational problems, providing RAD leadership with possible solutions that optimize program services and meet business requirements.

## Scalable Solutions

- Understands RAD's systems and services landscape and works towards designing scalable service models that support end-to-end automated workflows, maximize system capabilities and dependencies, and promote functional integration.

## Data-Driven Measures

- Uses available tools and metrics to analyze, measure and forecast service improvements, considering productivity and cost in solution proposals.

## Business Case Development

- Develops business cases that can be considered by RAD leadership in program, project and operational management or by organizational colleagues in the case of cross-programmatic service areas.

## Knowledge Management

- Spearheads the management of RAD program documentation and the design, documentation repository implementation, working closely with program members, the PMO, IT and others regarding best practices and retention policies.

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# Collection Data Analyst

| Data Collection | Data Store Development | Data Integrity | Data Analysis | Data Visualization |
|---|---|---|---|---|
| • Collects, organizes and analyzes available vendor or library bibliographic, holdings or financial metadata about the current collection or any proposed new content for lease or purchase. | • Harvests, organizes and stores the metadata for ongoing analysis, monitoring statistics and trends useful to stakeholders. | • Filters and cleans data and assesses metadata quality, suggesting improvements to data integrity. | • Conducts various types of quantitative analysis, including cost-per-use, usage, budgetary, statistical, and data studies. Suggests conclusions for administrative consideration. | • Creates report visualizations. Explains data to individuals and groups to facilitate understanding and decision-making. Develops reporting tools that facilitate unmediated access to and articulation of collection data. |

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