eBook Vendor Requirements

Below is Marmot Library Network's matrix of requirements for eContent providers. eContent includes eBooks, eAudio Books, eMusic and eVideo. Criteria are listed in order of importance (although some criteria are of nearly equal importance).
 This guide is not intended to be black and white regarding whether or not a vendor will be chosen by the Marmot Library Network. A single category with an undesirable solution would not necessarily prevent a vendor from being chosen; however, preferences will be given to vendors with more Acceptable and Ideal Solutions.

Category	Undesirable Solution	Acceptable Solution	Ideal Solution
Lending	Single use per library without any lending between libraries.	Consortial Lending with shared collection.	Consortial Lending similar to physical books. A book should be available to single library for a limited time. After that period it becomes accessible to all libraries within the consortium giving the owning library first priority in the hold queue. ILL lending allowed – lending outside the consortium.
Access	Read only available with proprietary apps for each vendor.	All content can be read or listened to via a single app or software program and can be downloaded to common devices for use offline.	All content can be read/listened to via the browser. And can be downloaded to common devices for use offline. Common solution for all vendors so patrons don't have to learn multiple ways of doing things.
Format	Proprietary formats.	Industry standard	Industry standard

		formats available ePub, Kindle, MP3, WMA.	formats available ePub, Kindle, MP3, WMA, plus browser based content (with offline availability) i.e. OverDrive Read.
APIs	None / Screen scraping.	Partial implementation of APIs.	Real-time Availability Real-time Account Information Checkout Titles Place Holds Download Titles Read Titles online Reading History Load catalog information.
Cataloging	Spreadsheet of metadata Separate purchase of MARC data.	MARC records or API with metadata delivered after purchase.	MARC records at time of purchase.
Discovery	Content discoverable only via a separate website and/or app.	All discovery through VuFind.	All discovery through VuFind via APIs and MARC records.
Acquisitions	Excel spreadsheets or other manual processes.	Automated process includes reviews & other enrichment. Needs to track which titles have been purchased by each library. Needs to have cart functionality. Needs to be able to generate purchase orders.	All requirements from Acceptable Solution And Purchase ebooks and print books from the same interface. Purchase from multiple vendors/publishers in the same interface.
Ownership	Content is leased rather than owned.	Content is owned perpetually.	Content is transferrable to another platform.

			Content can be resold, with DRM restriction, one copy sold per copy purchased.
Platform Fees	Large annual platform fees without clarity as to what the fees cover.	Platform fees based on number of checkouts. Transparency of Platform fees.	Flexibility to determine which features we use and pay for. No platform fees for discovery layers or apps we don't use. API Pricing.
Pricing	Exorbitant markups from hardcover price. Pricing based on a specific time period.	Fair pricing relative to retail price and lending model. Pricing based on a specific number of checkouts.	Discounts for library purchases (similar to physical books). Rebates for unused checkouts.