

**TRIAL-PALOOZA!
USING RESOURCE TRIALS TO
COLLABORATE WITH AND EDUCATE
FACULTY ON THE VALUE OF
LIBRARIES**

Presented by
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Today we're going to ...

01

Learn how to set up
a successful trial

02

Navigate both
vendor expectations
and university needs

03

Explore best
practices and lessons
learned regarding:

- communication approaches
- evaluation techniques

Why tri(al)?

Benefits to Vendor Relations	Benefits to Faculty & Program Relations
Deepens relationships and encourages conversations and transparency	Creates a partnership out of what before was a client relationship
Provides opportunities to explore new content and platforms	An opportunity to better understand the content
Encourages comparison of content to existing resources	Ability to make informed decisions on available resources

Expressing Interest

- What is the need?
- Single trial or a palooza?
- Timing

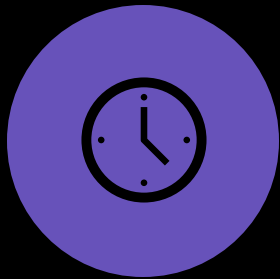
Audience Scenario 1:

What do you do if a faculty member wants to have a trial just to access a few documents with zero intention of subscribing?

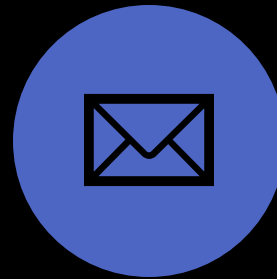
All the Single Vendors...

- Single vendor = streamlined process and less complications
- Allows for deeper review of their content and license
- Budgetary impact easier to manage
- One resource to engage with and provide feedback for
- Managing one timeline and one set of expectations
- Be transparent!

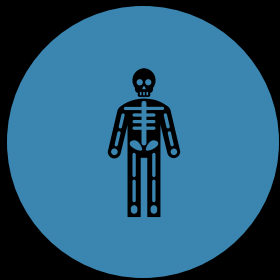
Setting up the 'Palooza



Run simultaneously



Facetime not Email



Shareable & Accessible



Comparisons are fun!

Would you like to high definition contemporary theatre films? Or videos you can clip? Interviews with set designers or script editors? Some of these resources below offer these options. Want to hear more? We've set up a couple of times to review the databases currently on trial.

Thursday 10/29 - 12:30 in Library 201

Friday 10/30 - 1:00 in Library 200

Please let us know if you plan on coming.

The databases are:

- [Drama Online](#) - Read play transcripts, Listen to plays and view critical commentary
- [On the Boards](#) - Full length, contemporary plays, including modern dance
- [Digital Theatre](#) - productions, interviews, documentaries and written learning resources on British theatre
- [Theatre in Video](#) - hundreds of videos, including interviews, documentaries and definitive performances of the world's most important plays.
- [Theatre in Video 2](#) - the sequel. More materials are available.

If you can't make it, no problem. Please review and fill out the [Feedback Survey](#)

Do you want a quick review at a different time? Rares or I could stop by your office for 1/2 an hour to review the options.

Or - are you good? Youtube covers everything you need? Hate streaming and have your own physical collection? Then please, let us know that too.

If we've built
it, will they
come?

- How do we get faculty to share feedback?
- Sample Feedback Form

Audience Scenario 2:

The license has terms that are problematic. How do you express those concerns to your faculty?

The behind-
the-scenes
business stuff...

- Managing the business relationship
- It's all in the (technical) details
- Know your own workflows & institutional processes
- Existing versus new
- Budget for the long-term

*Audience
Scenario 3:*

*What do you do if a
faculty member wants to trial
a resource which the
library clearly can't afford?*

Recommendation Phase



Pulling it all together



Sample
recommendation
email



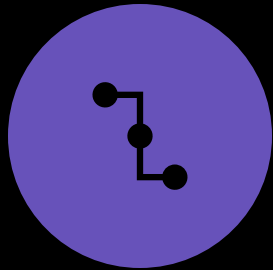
The Resource
Wishlist

Faculty Response

Trial for Gale Eighteenth Century Collections Online

- "I like the colonial America link you provided, as well as the various Readex early American imprints and newspapers. But ECCO probably has the most overlap between English and History, and is probably more accessible for students, so that's probably the one to go with, even if I use EEBO in my own work." - History faculty
- "This would be life changing for me!!!!
For both research and teaching.
Very excited!" - English faculty

We've got it, let's flaunt it



ADDING IT
TO OUR A-Z



MARKETING



TRAINING



FOLLOW UP

Final Thoughts

Partners,
not clients!

Consider a
'palooza!

Keep a
wishlist!

Questions?

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