Possible Reasons for Ameritech's Visit

Purpose of visit?

To do research to determine the potential for a DALNET partnership to help develop library information systems for an expanded market beyond large academic libraries, to include public, small college, and special libraries as well as consortia.

To investigate new concepts for library information systems in urban areas to support life-long learning/information needs of citizens across the boundaries of types of libraries.

Why choose DALNET?

DALNET represents many types of libraries within a small geographic area. It is a microcosm of their potential market, except for K-12.

DALNET is well-established and experienced with running a production library system. It represents the migration needs of a complex site.

DALNET has the potential for obtaining grant funding for a unique development project, especially with its urban focus.

What does Ameritech want to learn about DALNET?

They would like to see how the current LMS works in a multi-type setting, including both where it works well and where it falls short.

They would like to better understand the types of libraries that make up DALNET, including the range of our users, to help gauge how representative we are.

They would like to find out what other electronic services and products we are using to supplement the LMS in our information delivery.

They would like to determine the state of our technical readiness for the next generation systems.

How will Ameritech assess our ability to be a partner?

They need to know about our human and financial resources to contribute to a development project.

They need to find out about our vision for the future and our plans to evolve to a new type of cooperative.

They need to understand how a decision to work with them would be made within DALNET.

Possible Reasons for DALNET to work with Ameritech

Purpose for hosting an Ameritech visit?

To determine Ameritech's willingness and commitment to work with DALNET toward a new concept in library information systems.

To convince Ameritech that DALNET would be an excellent opportunity for a partnership.

Why choose Ameritech?

DALNET has already made a large investment in Ameritech systems which it would like to leverage for the next generation system.

Ameritech could bring more than library automation expertise to the project, for example, their telecommunications services would also benefit DALNET.

Ameritech is a large company that is more able to enter into such a project than other smaller vendors.

DALNET sees an advantage to working with a single vendor to the extent possible for its next system.

What does DALNET need to learn about Ameritech?

We need to learn about Ameritech's plans for future library information systems to see if they match DALNET's needs.

We need to find out how Ameritech helps/plans to help large LMS sites migrate to the next generation systems.

How will DALNET assess Ameritech's ability to be a partner?

We need to find out what other development commitments they already have, how they are delivering on those commitments, and how our project could be added to their plans. Do they have the human resources and development project skills needed?

We need to know how the development costs can be shared between Ameritech and DALNET.

We need to know how the decision to add a development partner/project is made within Ameritech.