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Bob Cooper, President
Ameritech Michigan
444 Michigan Avenue, 17th Floor
Detroit, MI 48226

Dear Mr. Cooper:

DALNET, the Detroit Area Library Network, is seeking supplemental funds to support the development of a showcase regional information hub.

DALNET is a consortium of independent institutions with over 500,000 users. Members are:

- Universities including University of Detroit Mercy, and Wayne State University (each institution composed of multiple campuses and libraries) plus Walsh College
- Community Colleges including Macomb (County) Community College, Oakland (County) Community College, and Wayne County Community College (all with multiple campuses and libraries)
- Public Libraries including the Detroit Public Library (main Library and 24 branches) and the Highland Park (McGregor) Public Library
- Health Science and Professional Libraries including 10 hospital libraries, the Detroit Institute of Arts Research Library, and the Oakland County Law Library
- The Detroit Public Schools Professional Library – this is a special subject library for teachers.

DALNET is committed to having the foundation in place for a dynamic high-use regional information hub by the Year 2000. Ameritech Library Services, Ameritech Advanced Data Services, and DALNET are implementing an open, integrated library and

information system as the foundation of the regional information hub. The DALNET vision includes the following:

- The information hub will serve people throughout the seven county Detroit regional area in their lifelong library-based educational, cultural, research, professional, and recreational endeavors.
- The information hub will integrate urban and suburban resources in an area containing some of the richest as well as poorest, best and least educated, most and least mobile populations in North America.
- The information hub will enable DALNET libraries to reach beyond the walls of the library and deliver text, images, sound, and video to the desktop level and eventually to public kiosks. Through the development of innovative user interfaces, this enhanced client/server system will integrate access to digital and traditional library resources, as well as to resources of economic development, social service and other regional information providers. It will help people to find and retrieve such information in a consistent and efficient manner in locations convenient to them.

The Ameritech Library Services statement of Vision and Values includes "Our vision is to be the world leader in delivering quality, full-service solutions that give people and organizations access to information, supply their need for knowledge, and enhance their quality of life. We will provide information to the world, create libraries with no limits, be company active in global markets, merge databases and technology, and link people to information."

The DALNET and Ameritech visions complement each other, and their convergence creates the unique opportunity to jointly develop an information hub that will be an international model for information delivery on a regional basis. As a large, multi-type consortium that has over twelve years experience fostering cooperation and innovation in shared information systems, DALNET provides an ideal environment for Ameritech to showcase the development of new products and applications for such a large-scale regional information delivery system and to showcase Ameritech's full range of services including hardware, software, telecommunications, and system migration.

This project will require DALNET to invest more than \$2 million in hardware, software, telecommunications, and services from Ameritech Library Services and Ameritech Advanced Data Services. Additional to these DALNET costs are the local infrastructure investments at each member site, including computer workstation upgrades and local area Networks and no price can be put on the thousands of staff hours that are being devoted to planning and implementing DALNET's vision.

DALNET seeks supplemental funds from Ameritech to help realize the vision of a dynamic regional information hub. To make this possible will require DALNET to market this concept to a wide range of library and other community information providers in metropolitan Detroit.

DALNET is requesting \$150,000 to be paid in installments of \$50,000 over three years. These resources will support

- The preparation and selected distribution of marketing materials to other organizations that might wish to join the DALNET hub. These multimedia marketing materials will be used not only to recruit new DALNET members in the seven county area but also to showcase the project at the 1999 Association of College & Research Libraries National Conference in Detroit and at other appropriate conferences and meetings.
- The preparation and distribution of end user products that will raise public awareness of the DALNET regional information hub as well as promote its use from homes, offices and libraries. The purpose of these services is to empower individuals for the Information Age, and the challenge of designing marketing materials is great because of the large diversity of people in the seven county regions.

The funds requested will help pay for the salaries of two half-time staff described in the DALNET business plan who will have responsibility for marketing and will also provide resources for the production of the materials. DALNET requests funds for these purposes not only to recruit additional information providers to enrich DALNET's databases and thus the value of the information hub but also to generate positive PR for DALNET and Ameritech in Southeast Michigan, the State, nationally and beyond.

We hope that Ameritech Michigan will help us realize our joint vision by providing these funds.

Sincerely,



Patricia Senn Breivik, Dean
University Libraries and
DALNET, President

c: Margaret Auer
Lana Porter
Maurice Wheeler