

DALNET Partnership Team Discussion with the Board

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Purpose of this Discussion

For the Team to provide information to help the Board decide on the proposal recommendations

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Partnership Recommendations for the DALNET Board

- Letter of intent to Ameritech June 1997
- Finance Committee develop cost sharing plan August 1997
- Appoint negotiating team June 1997
- Member library decisions October 1997
- Contract approval November 1997

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What the Team Will Cover

- Team's assessment of the proposal
- Address the criteria
- Discuss assessment and recommendations with the Board

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Team's Assessment of Proposal

- Strong proposal
 - Shared vision
 - Sound implementation strategies
 - Evolutionary business guidelines
 - Detailed project plan
- Commitment to Horizon enhancement
- Ameritech Advanced Data Systems

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Criteria for Partnership Decision

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Critical System Features?

- Critical features needed by all systems:
 - circulation for a consortium
 - user authentication for a gateway
 - user interface improvements
 - media booking module
 - ILL functionality
- Partnership benefits

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Timeframe Meets DALNET's Needs?

- GOAL: Information Hub by Year 2000
- DALNET needs:
 - Infrastructure for client/server
 - To freeze LMS
 - Ameritech bridge products
 - Horizon enhancements
- This gives time to develop Horizon

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Horizon Development Schedule

- | | |
|------------------------------|-------------|
| ● Horizon 5.0 | Fall 1997 |
| ■ Windows staff clients | |
| ■ RSAS 2.0 | |
| ● Horizon 5.1 | Spring 1998 |
| ■ Record ownership | |
| ■ WebPAC like Windows client | |
| ■ Broadcast searching | |
| ● Horizon 5.2 | Fall 1998 |
| ■ Report security | |

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DALNET's Installation Plan

- | | |
|-----------------------|------------------------|
| ● Horizon planning | May 1998 |
| ● Horizon testing | June 1998 |
| ● WebPAC interface | August 1998 |
| ● InfoShare databases | December 1998 |
| ● RSAS ILL | April 1999 |
| ● Horizon LIVE | July 1998 - April 1999 |

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Timeline for RFP Process

- One year to do RFP process
- This would delay all progress one year except:
 - Local terminal upgrades to PCs
 - Local LAN installations

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Benefits Besides New System?

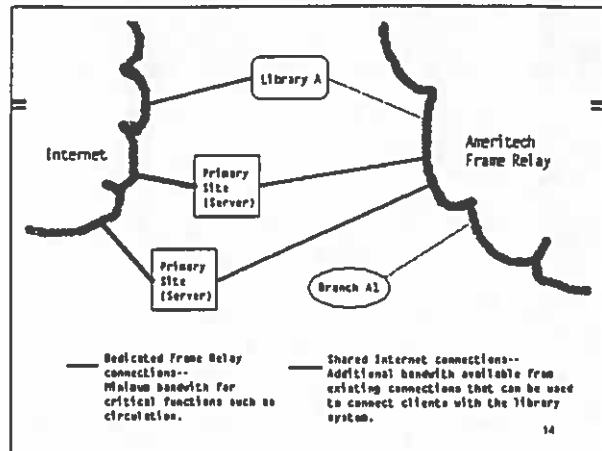
- Migration support from Ameritech
- Full-time Ameritech project manager on-site in Detroit
- Ameritech services for a DALNET Intranet, including:
 - design
 - installation
 - support services

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DALNET Intranet

- To provide a reliable network with backup paths for data to travel
- To deliver the performance needed for critical transactions

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Partnership vs. Purchase Costs?

- Similarities
 - Quotes for Innopac and DRA Classic close to Horizon quote
 - DALNET services and local institution costs
- Differences
 - Expect to negotiate partnership costs
 - DALNET library staff time to help with enhancements

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Intangible Benefits?

- Cooperative projects attractive to funders
- New systems attract new members
- Leadership roles for DALNET libraries
- DALNET library staff develop expertise
- Participate sooner in innovations
- Leverage collective buying power

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Ameritech's Ability to Deliver?

- Not-so-good news
 - Customer problems with timely delivery
- Good news
 - Formal channels of communication
 - Full-time Ameritech project manager on-site
 - Meetings with top management
 - Contract provisions

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Ability to Deliver, continued

- Not-so-good news
 - Continued change in Ameritech Library Services top management
 - Dismissal of large number of staff
- Good news
 - Support in writing of Lana Porter, new CEO and President
 - Commitment in writing of Jim Wilson, Horizon Product Manager

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Ameritech's Track Record?

- Not-so-good news
 - Cutbacks in staff impacted our service
 - Focus of NOTIS on academic libraries, rather than on multi-type consortia
- Good news
 - Staff knows both NOTIS and Horizon
 - Horizon focused on all types of libraries

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Risks of Not Partnering?

- Opportunity lost
- Would take 1 year to find another partner or go through RFP process
- Delay could mean loss of current and potential DALNET members
- Would lose mandate to develop infrastructure

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More Risks

- May have to invest further in mainframe
- New system may cost more later
- May lose funding opportunities
- Harder to achieve vision of information hub by the Year 2000

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DALNET's Ability to Deliver?

- Good track record in providing NOTIS with minimal unscheduled downtime and excellent performance
- Less good track record in responsiveness to DALNET member needs
- Current staff unable to run NOTIS and migrate to Horizon simultaneously

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Solutions in Proposal

- Provide a full-time DALNET project manager
- Provide contract services to run the mainframe system after it is frozen
- Enable other libraries to share in providing DALNET centralized services, e.g., DPL provide the help desk service

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Other Solutions to Consider

Opportunity to dedicate staff to DALNET support at the host site and separate them from Wayne State's systems staff

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Team's Assessment

That a partnership with Ameritech is the best option for DALNET

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Team's Recommendation

Assuming a reasonable cost and a contract that accurately reflects Ameritech's commitments, the Team recommends that DALNET move forward now with the Ameritech partnership

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