VALE and Library Lever
Learn & Lead Proposal
2023

VALE and Library Lever are organizations that share common histories, goals, and challenges. We share a long history of success supporting New Jersey libraries by helping them to meet the needs of their users through access to affordable subscription-based resources offered through work with legacy consortia. VALE and Library Lever recognize that legacy consortia no longer serve in the best interest of libraries. Subscription pricing is inflated with added fees and surcharges, while vendor discounts are reduced and withheld, leaving libraries with few options and no visibility into the business models of membership organizations to which they subscribe. The hard truth is that the very consortia that were designed to support libraries now view them as one of many revenue-generating verticals.

Together, VALE and Library Lever can reimagine the consortia model and forge a new path toward an equitable and financially sustainable partnership. We can change the landscape by engaging publishers and vendors as library champions rather than corporate sales machines. We can harness the power of our collective knowledge to create opportunities for growth and change that will move the profession forward and secure the future of libraries.

To this end, Library Lever proposes the following Learn & Lead Partnership for 2023.
Library Lever asks that VALE as an organization, as well as the 50 VALE member libraries, pledge support to Library Level as a show of good faith. The pledge is not legally binding and there is no financial commitment. The Pledge enables Library Level to advocate on VALE's behalf while negotiating with vendors. We also ask that we may publicize VALE's support and announce our transformational Learn & Lead Partnership via social media channels.

Library Lever will provide VALE and its 50 Member Libraries the following:

➤ Waived Membership Fee for all VALE Libraries for calendar year 2023. Discounted Fees for years 2024 and 2025 contingent upon an inclusive 2-year agreement, fee schedule to be determined in accordance with recommendations from VALE Leadership.

➤ 100% of all vendor discounts, freedom from add-on fees, free Business Prime and unlimited access to Library Lever Academy courses.

➢ Custom Decision Sites for all Library Lever Vendor Partner offers to include curriculum alignment, product videos, use case studies, trial registration and feedback capture.

➢ Sponsor and host online Library Lever Vendor Day for VALE Libraries, providing VALE libraries with live product demonstrations and exclusive offers.

➢ Sponsor and host Quarterly (4) custom training events. Topics, audience, and modality as directed by VALE Leadership.

➢ Launch and grow VALE Community Site for all VALE libraries to connect and exchange best practices, share knowledge, nurture innovation, and explore ideas.

➢ Host 2 Innovation Labs focused on new and emerging technologies which power Open Access and Open Education Resources, engaging VALE librarians in product assessment, application, and development.

➢ Sponsor Emerging Leaders Mentorship Program to coach, grow and support VALE librarians, culminating in Innovation Capstones presented to VALE Leadership.

➢ Sponsor Full Conference Scholarships to two Emerging Leader Mentees upon completion and presentation of Innovation Capstones as awarded by VALE Leadership.

➢ Co-author White Paper with VALE librarian to submit as co-presentation proposal for regional and/or national conference. Subject, scope, and conference submissions as directed by VALE Leadership.

➢ Sponsor and Host a Learn & Lead Retreat for VALE and Library Lever Leadership. Agenda, location, and outcomes to be developed collaboratively, sessions facilitated by Library Lever.

In conclusion, Library Lever welcomes the opportunity to partner with VALE to ensure the growth, advancement, and sustainability of New Jersey libraries through collaborative innovation and engagement. We appreciate your consideration.

Together we are stronger.

Robert Karen

Robert Karen
Founder Library Lever