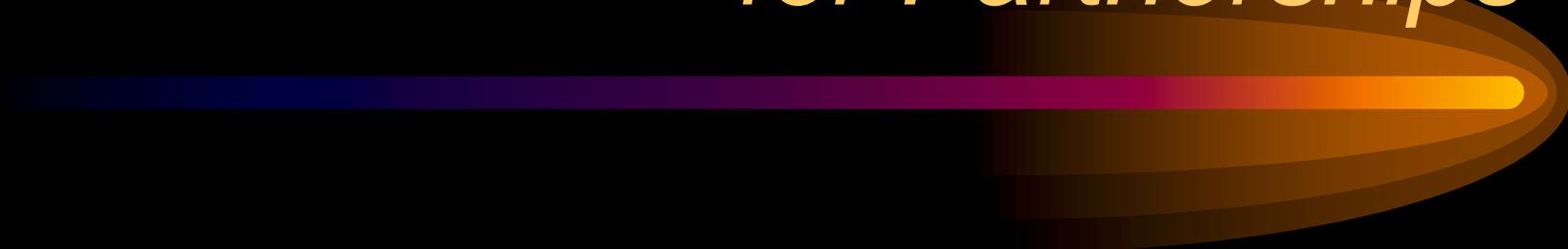


Institutional Strategies for Partnerships



Libraries and Partnerships



- Collection development
- Standards (classification schemes, cataloguing standards, metadata, etc.)
- Associations - local, regional, national and international
- Large co-operatives - OCLC, RLG

National Agricultural Library Partnerships: Examples

- Collaboration with land grant universities - variety of activities, including training, projects such as the National Agricultural Text Digitizing Project
- OCLC - member and subscriber

National Agricultural Library Partnerships: Examples

- Other national libraries: NLM (Board of Regents, collection development); Library of Congress (collection development, projects such as the Digital Preservation Initiative)
- Other Federal libraries (FLICC): variety of activities including shared procurement activities

National Agricultural Library Partnerships: Examples

- International: Food and Agriculture Organization of the United Nations (AGRIS database, AGLINET network); IAALD
- National and international: AgNIC alliance (<http://www.agnic.org>)

Lessons Learned about Partnerships



- They can be very hard work
- Financial and governance issues are important but sometimes not as important as political and leadership issues
- Flexibility is important - there are many solutions to problems and challenges

“Musts” for Successful Partnerships



- “Wins” for all partners
- Good fit between partnership goals and activities and partners’ mandates
- Energetic “honest broker” leadership and execution of activities
- Open and universal communication, communication, communication

“Musts for Successful Partnerships”

- Commonly understood and agreed standards and agreements concerning quality, timeliness, and consistency of products, technologies and other key success factors
- Partners maintain their own identity and get visible credit for their work - avoid attempts towards “mindless uniformity”

Closing Clichés



- With a little bit of good will, all can be arranged
- TEAM - Together Everyone Achieves More