



Assessing and executing

strategic repository opportunities

Bram Luyten

<http://www.atmire.com>

Agenda



- ✦ Elements of the Repository Business Case anno 2008
 - ✦ Stakeholder identification
 - ✦ 3 Business Case strategies
 - ✦ Adding Value
 - ✦ Solving Problems
 - ✦ Saving Time and Costs
- ✦ (Re-) Vitalizing your existing IR project



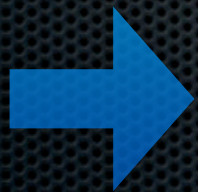
Business Case ?

- ✦ The different contexts of Institutional Repositories
 - ✦ Sandbox environment
 - ✦ Pilot project
 - ✦ Operational system
- ✦ Do you want a DIFFERENT context for your IR ?



Stakeholders

- ✦ Library
- ✦ University Management
- ✦ Research Coordination Office
- ✦ Faculty
- ✦ IT services
- ✦ External online visitors



Approach towards each stakeholder differs



Business Case Strategies

- ✦ Solving Problems
- ✦ Adding Value
- ✦ Saving Costs



Solving Problems



- ✦ Library
 - ✦ Inefficient, error sensitive, data entry workflows
 - ✦ Simplified & Shortened workflow: fast & accurate
- ✦ University Management
 - ✦ Lack of university wide transparency
- ✦ Research Coordination Office
 - ✦ Relying on external data sources



Solving Problems



- ✦ Faculty
 - ✦ In large research groups, difficult to keep up to date
 - ✦ Often forced to compile (paper) lists or overviews
- ✦ IT services
 - ✦ Different, fragmented databases pose maintenance and consistency problems
- ✦ External online visitors
 - ✦ Experience difficulties to access output



Adding Value

- ✦ Library
 - ✦ Improved management of Digital Resources
- ✦ University Management
 - ✦ Increased Exposure for the Institution
 - ✦ Useful data and tools for future policy making
- ✦ Research Coordination Office
 - ✦ Improved and automated interaction with researchers



Adding Value

- ✦ Faculty
 - ✦ Online access to their (meta)data for external visitors
 - ✦ Resulting in additional citations (TBD)
- ✦ IT services
 - ✦ Delegation of certain Content Management Tasks
- ✦ External online visitors
 - ✦ Opportunities to access related records, after locating one item.



Saving Time and Costs



- ✦ Library
 - ✦ Reducing data entry // cataloguing effort
- ✦ University Management
 - ✦ Equal to the sum of savings of stakeholders
- ✦ Research Coordination Office
 - ✦ Time saving opportunities on annual reports, researcher promotion procedures, departmental evaluations



Saving Time and Costs



- ✦ Faculty
 - ✦ Reduced time & effort on reporting and managing publication lists
- ✦ IT services
 - ✦ an IR can replace a variety of legacy systems
 - ✦ Maintenance and Customization costs ???
- ✦ External online visitors



Re-Vitalizing your IR



- ✦ Possible Issues
 - ✦ The Empty Box Syndrome
 - ✦ No deposits, interaction or interest from stakeholders
 - ✦ Arising Complaints or Opposition



The Empty Box Syndrome

*Without **formal instructions from management**, researchers are rarely tempted to deposit in an **empty repository**.*

- ✦ Approaches
 - ✦ Automatic repository boot-strap with existing data
 - ✦ Initial phase where staff deposits for faculty
 - ✦ Get formal management support first



Lack of Interest

*Without **substantial efforts** in creating **awareness**, people themselves can not be blamed for not getting the message.*

- ✦ Approaches
 - ✦ Online or Offline information campaigns
 - ✦ Demonstrating cases from other institutions
 - ✦ Departmental presentations



Complaints & Opposition

*In **every** pilot project or initial phase of an operational repositories, complaints and opposition arise. This is **proof that your awareness campaigns worked.***

- ✦ Approaches
 - ✦ Clearly illustrate solved problems, added value and saved costs to complaining stakeholders
 - ✦ Compose an IR steering committee from different stakeholder groups and institution divisions.
 - ✦ Take criticism serious - be ready to evolve & improve





Questions & Discussion

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