



For immediate release

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SOLINET Successfully Negotiates Zero Price Increase and a Flat Renewal with LexisNexis On Behalf Of ICOLC

ATLANTA – February 11, 2009 – Eleven years ago, SOLINET was approached by [ICOLC](#) and LexisNexis to develop a more affordable pricing option for members of consortia. Because of the work it devoted to this important cause, ICOLC asked SOLINET to serve as the fiscal agent for the aggregation of LexisNexis Academic.

Continuing its commitment to creating pricing solutions that are in the best interest of libraries and consortia nationwide, SOLINET advised LexisNexis of the impact the current financial crisis will have on libraries, shared the [ICOLC Global Economic Crisis Statement](#), and asked them to waive their 2.5% annual increase on LexisNexis Academic this year. LexisNexis was very appreciative of SOLINET’s proactive approach, and in the spirit of the original aggregation, agreed to waive their 2.5% annual increase on all LexisNexis Web products available through SOLINET.

On top of the significant savings libraries will receive from the zero price increase, LexisNexis has also agreed to use last year’s FTE for the 2008/2009 renewal year. What this means to members of the consortia facing tighter budgets is extraordinary savings, and deeper-than-usual discounts on a reference database that’s considered an essential for all institutions.

“This groundbreaking agreement is testament to the power of ICOLC and LexisNexis working together to get through these tough financial times. SOLINET is honored to have been chosen to play such a significant role, and is very pleased with the outcome,” commented Ed McBride, Chief Marketing & Outreach Officer at SOLINET.

Also, because LexisNexis understands the importance of reducing expenditures without a disproportionate loss of content, in addition to waiving its annual increase and offering a flat renewal, they have also agreed to retain their commitment to enhance LexisNexis Academic, as well as other popular legislative and statistical databases.

While the savings realized from the waived annual increase is substantial, a flat renewal may not be sufficient for all members. “Based on our success with LexisNexis, SOLINET will continue to work with publishers to create pricing solutions that are in the mutual best interest of libraries and providers of information services,” added Kate Nevins, Executive Director at SOLINET.

About SOLINET

The Southeastern Library Network, Inc. (SOLINET) is an Atlanta-based not-for-profit library cooperative serving Alabama, Florida, Georgia, Indiana, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and the Caribbean. A membership network of libraries and other information organizations, SOLINET works in collaboration with many partners, from local to international, to provide leadership for cooperative action, improve access to information, and enable members to effectively anticipate and address the region's needs for education, economic development, and improved quality of life. www.solinet.net.

About the International Coalition of Library Consortia (ICOLC)

The International Coalition of Library Consortia has been in existence since 1996. The Coalition is an international, informal group currently comprising approximately 200 library consortia in North and South America, Europe, Australia, Asia, and Africa. The member consortia serve all types and sizes of libraries. ICOLC facilitates discussion among consortia on issues of common interest, and conducts one meeting per year in North America and one meeting per year in Europe. The organization is dedicated to keeping its members informed about electronic information resources, pricing practices of electronic publishers and vendors, and other issues of importance to consortium directors and governing boards. The Coalition also meets with the information provider community to discuss product offerings and issues of mutual concern. More information about ICOLC can be found at www.library.yale.edu/consortia