

State Library of Arizona Question and EBSCO Answer

GladysAnn Wells, State Librarian, Arizona: Is EBSCO the only vendor doing exclusive licenses?

Sam Brooks (EBSCO): No. In fact, we weren't the first and we see them being signed all the time by other vendors, with little or no media coverage. ProQuest has some exclusive licenses that pre-date anything we have ever done (e.g., The Wall Street Journal) and has a large number of other newspaper exclusives too. For example, if you follow this link:

<http://twitter.com/ProQuest/status/7984365744>, you will see where they very recently announced an exclusive license that is larger (in terms of the number of titles) than all of the titles listed above (some of which are not exclusive to EBSCO by contract). That is the Gannett license for 85 national and local newspapers. If you look at the list, you will see some important newspapers. Those papers used to be available via other vendors and now they are not – just ProQuest. I don't know the whole story. I believe ProQuest has also signed exclusive licenses with The Los Angeles Times, The Chicago Tribune, The Boston Globe and probably other newspapers too. Up until recently, we had a license for The Boston Globe, but lost it due to the exclusive by ProQuest. NewsBank also has many exclusive licenses

(<http://www.newsbank.com/index.cfm?content=167>). Gale has exclusive licenses too.

For example, we used to license Grokker as our Visual Search and then Gale signed an exclusive license with them (see the bottom of page five of this document:

<http://www.lib.sk.ca/staff/dblicensing/evaluation/BusinessIndexASAP.doc>), disrupting our customers and causing us to have to develop our own proprietary Visual Search. We used to offer our customers Kids InfoBits and then Gale acquired it and pulled it off our platform.

Another example was written about in Library Journal on May 1, 2008 and the very first sentence of that story says: "Gale has signed an exclusive agreement with VoiceCorp to implement ReadSpeaker, a service for speech-enabled web, to provide text-to-speech capability for six online databases." That agreement prevented EBSCO from working with VoiceCorp. There are likely other examples too.