

Polaris Vega Proposal

Released in the summer of 2021, this new interface for our library catalog, Polaris, was demonstrated to our member libraries at our last quarterly FALCONS meeting. Vega is an additional service of Polaris and has an annual subscription cost.

There are two main sections of Vega – a catalog component and a patron engagement component. For the catalog portion, it will bring a more modernized look to our catalog. Vega is designed specifically to address many of the unsolved challenges inherent in current public library solutions. Features include:

- **Modern Discovery** – Modern web search tools that match how users find and explore content on popular platforms.
- **Patron Self-Service** – Personalized discovery experience with an always-present bookshelf that is easy to find and visually appealing. Patrons can save individual titles or searches, create custom lists, and update their preferences.
- **Work Roll-Ups** – Eliminates endless scrolling by combining formats and editions into a single search result with one smart “hold” or “check-out” button, simplifying workflows and offering at-a-glance availability.
- **Integrated e-Content** – Place holds, check out items, and get started with your e-book or e-audiobook all through Vega Discover.
- **Showcases** – Provide access to related materials, people, and topics in a visual interface that encourages people to explore and uncover further areas of interest.
- **Accessibility** – Responsive user interface works across devices, adheres to latest accessibility standards, and supports multiple languages.
- **Cloud-based Design** – Built as software-as-a-service, on a new multi-tenant platform.

For patron engagement, Vega offers multiple ways for our libraries to engage with patrons, staff, donors and community members. These include:

- **Interact** – Sends appealing and personalized notifications through preferred communication channels.
- **Promote** – Keeps patrons and community members well informed through targeted and relevant communications. Designed specifically for library marketing needs, libraries can run campaigns, build landing pages, design websites and fundraise.
- **Program** – Libraries can easily manage library events through registration forms, landing web pages, automated event flyers, and attendee communications. You can also auto-create event brochures, and have embedded calendars to ensure all patrons find the events that are right for them.
- **Analyze** – Measure library’s impact and outcomes through data and guided analysis.

Feedback from our member libraries has been extremely positive. However, our members are worried about increased Polaris fees. Our negotiations with Polaris are included in a separate attached document. For Vega costs, FLLS would be using money from our technology budget line to help offset the costs to our member libraries. We are currently considering a split of 75/25, with FLLS covering 75% of the annual fee for Vega.

Finger Lakes Library System

In Y2 of 3, expiry June 30 2022

3.50%

CURRENT COST	2022	2023	2024	2025	2026	2027
Polaris Subscription	\$ 70,853.36	\$ 75,899.89	\$ 78,556.39	\$ 81,305.86	\$ 84,151.57	\$ 87,096.87
Novelist Select	\$ 4,736.86	\$ 5,074.24	\$ 5,251.84	\$ 5,435.66	\$ 5,625.90	\$ 5,822.81
TOTAL	\$ 75,590.22	\$ 80,974.13	\$ 83,808.23	\$ 86,741.52	\$ 89,777.47	\$ 92,919.68
Non Ill Server costs per yr approx	\$ 11,800.00	\$ 11,800.00	\$ 11,800.00	\$ 11,800.00	\$ 11,800.00	\$ 11,800.00
Library's Actual Costs	\$ 90,035.88	\$ 92,774.13	\$ 95,608.23	\$ 98,541.52	\$ 101,577.47	\$ 104,719.68

Vega Discover Consortia (30% Discount)

PROPOSAL	Yr 3 of 3 2% increase	2022	Year 1 of 5 3.5% increase	2023	Year 2 of 5 3.5% increase	2024	Year 3 of 5 3.5% increase	2025	Year 4 of 5 3.5% increase	2026	Year 5 of 5 3.5% increase	2027
List Price												
Polaris Subscription	\$	70,853.36	\$	74,799.89	\$	77,417.89	\$	80,127.51	\$	82,931.98	\$	85,834.60
Novelist Select	\$	4,736.86	\$	-	\$	-	\$	-	\$	-	\$	-
Vega Discover Consortia (30% Discount)	\$	45,526.86	\$	32,984.21	\$	34,138.66	\$	35,333.51	\$	36,570.18	\$	37,850.14
TOTAL	\$	121,117.08	\$	107,784.10	\$	111,556.55	\$	115,461.02	\$	119,502.16	\$	123,684.74
Difference	\$	25,903.35	\$	26,809.97	\$	27,748.32	\$	28,719.51	\$	29,724.69	\$	30,765.06
Vega Implementation (one time fee)	\$	5,000.00	\$	-	\$	-	\$	-	\$	-	\$	-

From: Beatrice Pitocco <Beatrice.Pitocco@Clarivate.com>
Sent: Thursday, April 14, 2022 1:44 PM
To: Rex R Helwig <RHelwig@flls.org>
Cc: Beatrice Pitocco <Beatrice.Pitocco@Clarivate.com>
Subject: Re: Follow Up FLLS

Hi Rex, see attached. I've reduced your Yr 3 of 3 to 2%, with 3.5% static increase over the next 5 yrs (after this last year of your contract). That saves the library an additional \$6,961.50 over the term of your contract. I'm hopeful this will be incentive to move forward, I've done my absolute best to get this as reduced as possible!

thanks,

Beatrice Pitocco
Sr. Account Manager, Northeast
Direct: (416) 388-8335
beatrice.pitocco@clarivate.com

From: Rex R Helwig <RHelwig@flls.org>
Sent: Thursday, April 14, 2022 11:48 AM
To: Beatrice Pitocco <Beatrice.Pitocco@Clarivate.com>
Subject: RE: Follow Up FLLS

Beatrice,

Thanks for that. Could you update your spreadsheet to reflect that so we have an accurate document to give to the Board?

Rex

Rex Helwig (he/him/his)
Computer Network Services Manager

From: Beatrice Pitocco <Beatrice.Pitocco@Clarivate.com>
Sent: Thursday, April 14, 2022 11:34 AM
To: Rex R Helwig <RHelwig@flls.org>; Beatrice Pitocco <Beatrice.Pitocco@Clarivate.com>
Subject: Re: Follow Up FLLS

Hi Rex,

Our last offer did provide a 30% discount on Vega Discover - that said, I went back to my Director, to see what I could - and I have the following approved:

Vega Discount at 30%
Annual increase reduced to 2% in first year of the new contract
3.5% annual increases from year 2-5

I've tried my absolute best to make this feasible for FLLS, and I know that Vega will be an incredible addition for your staff and patrons! We have such positive response from our libraries currently using it. With regards to PowerPac, it is in the bundle so it won't go away, allowing for patrons to continue using if they wish (at least in the short term).

Can you let me know if this would work so that I can prepare the required paperwork.

Thanks in advance
Beatrice

From: Rex R Helwig <RHelwig@flls.org>
Sent: Wednesday, April 13, 2022 3:28 PM
To: Beatrice Pitocco <Beatrice.Pitocco@Clarivate.com>
Subject: RE: Follow Up FLLS

Beatrice,

We are inching closer to a final decision on Vega. I'm feeling positive about it but as I've commented about before, the cost is a hurdle for our small libraries. I think we can get over that if our annual costs can be frozen for a fixed period of time. My Director has suggested we renegotiate our annual maintenance contract maybe for 5 years to a zero increase over the 2022 cost. The concern is that we can't just jack up our fee to the libraries to cover the entire cost of Vega immediately but could get there with gradual annual increases starting in 2023 to cover the cost of Vega. Do you think this is something we can get done? I also have a question about PowerPAC. Since at some point we won't be using or need PowerPAC once we've been on Vega for a while. Will that be removed from our annual maintenance? Although I see that it is no longer listed separately but is possibly included in the Core Software.

Rex

Rex Helwig (he/him/his)
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