

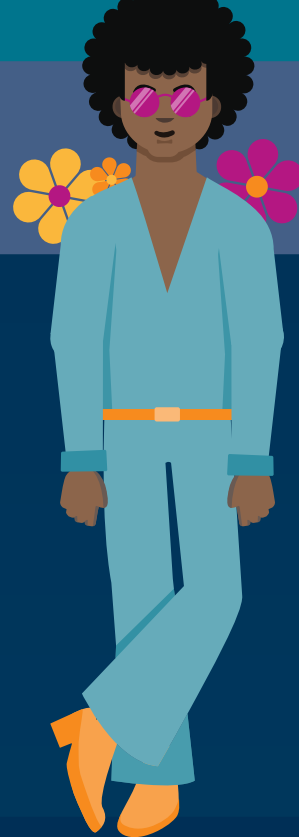
# The Evolution of E-Book Choice in GOBI®

GOBI® Library Solutions from EBSCO has always been committed to choice for academic libraries, and we are continually adapting and evolving to make sure we continue to offer the broadest selection of choice in e-book content options and acquisition models. But how did we get here? Let's take a step back and look at where we started, and how we got to where we are today.

## 1970s

1971

Yankee Book Peddler started in 1971 when founder John Secor, a New England-based entrepreneur and former Prentice Hall sales manager, began selling university press books to public libraries out of the trunk of his car.



1991

In 1991, Yankee Book Pedder changed its name to YBP Library Services (YBP), recognizing that the company offered not just books, but also a wide range of technical services for libraries.

## 1990s

As the market evolved, YBP became the first academic bookseller on the web in 1995, when it introduced the GOBI online ordering interface.

1995

## 2000s

2005

In 2005, YBP sold its first e-book via GOBI on the NetLibrary platform (which was later acquired by EBSCO). GOBI provided the first opportunity for librarians to find and order print books and e-books in one place. In addition, YBP offered the same customized MARC records and technical services for e-books as they did for print.



By 2007, YBP added its first publisher platform to GOBI, Gale. YBP also added additional aggregator platforms, including ebrary and EBL. YBP recognized the customer interest in e-books and the need to expand its e-book partnerships.

2007

2009

While YBP made its first approval plan sale in 1974, by 2009 it introduced the integrated eApproval Plan, which brings together print books and e-books in the library's approval plan. The increase in simultaneous publication of titles in both print and e-book format grew from 7% in 2009 to 61% in 2019, making the availability of an integrated eApproval Plan even more vital to libraries.

## 2010s



2010

By 2010, YBP began offering eCollections delivered on publisher platforms. This enabled customers to save time and leverage the duplication control, cataloging services and workflow support they were used to with title-by-title orders for DRM-free publisher eCollections. Additional eCollections partners are continually being added to GOBI. Also in 2010, EBSCO acquired NetLibrary, enabling access to e-books on the EBSCOhost® platform.

2011

In 2011, YBP worked with its aggregator partners (EBSCO, ebrary and EBL) to offer Demand-Driven Acquisition (DDA). Since then, GOBI has offered a multi-vendor DDA model, allowing customers to curate their DDA pool leveraging their GOBI Approval Plan, and ensuring that books are fulfilled via their preferred aggregator e-book platform where available.

In 2015, YBP was acquired by EBSCO Information Services and transitioned to a new brand name: GOBI Library Solutions from EBSCO. This new name acknowledged the importance of the GOBI brand name and the value of the GOBI expertise and workflow for librarians, while also affirming the support and innovations available through EBSCO.

2015

2018

In 2018, GOBI Library Solutions became the first and only vendor to offer Evidence-Based Acquisition (EBA). Recognizing a need in the market, GOBI Library Solutions partnered with select publishers to allow customers to create customized EBA programs and benefit from the services GOBI customers know and love: deduplication, invoicing and cataloging support.

While GOBI Library Solutions had been offering DRM-free e-books on publisher platforms for years, in 2018, GOBI began offering DRM-free e-books on the EBSCO eBooks™ and ProQuest Ebook Central aggregator platforms. By 2019, GOBI had more than 1 million DRM-free e-books, with more than 530,000 on aggregator platforms and more than 505,000 on publisher-direct platforms. With nearly 25 e-book platforms (and growing) available in one place, GOBI Library Solutions is still the market leader in providing choice in e-book acquisition for academic libraries.

2019

To learn more about GOBI Library Solutions, **visit our website.**