



# LICENSING OF E-LIBRO

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IFRRO BUSINESS MODELS FORUM  
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CADRA is Argentina's RRO

Started its activities in 2000 and was legally approved in 2002.

members

Authors            1187

Publishers        222

Licenses with copy-shops	392
Licenses with universities	92 (21 digital)
Licenses with public libraries	21 (1 digital)
Licenses with schools	20 (1 digital)
And 1 business license	

**Total licenses today 526**

**CADRA** has increased its income a 38%  
from 2013 to 2014.

The income in 2013 was \$ARS  
2.472.698, 82 and in 2014 was \$ARS  
3.413.269, 25



CADRA has an Executive Committee

6 publisher members

5 authors

Our president is Federico Polak, an author

And we count with 5 people at the  
administration and 5 agents

At the provinces we have more people that  
are contracted and remunerated according  
to results

The economic situation in Argentina is very difficult since our country has an annual inflation of around 30% and the value of the dollar/euro is higher every day.

This causes instability

As the universities demanded digitalized texts we started searching for a solution.

First in Argentina we studied and had talks with the local electronic book-shop, Bajalibros.

This book-shop is used to selling literature and general interest books, but not the kind of texts the universities required.

E-Libro contacted me as a publisher in order to get my catalogue in their repertoire and sell it.

And it was there that we saw the opportunity to do a different kind of business.



A contract was signed by which we will distribute in all Latin America their catalogues through our web site. At the moment we are working in the web site, the idea is to be operative at the end of January, since universities start the 2016 period in march.

- **e-Libro** a Central Solution for Essential Spanish Language E-books
- currently offers 84039 titles, and
- 651 new titles were added in the past 30 days.

## A Custom Fit ebook Model

With e-Libro, ebook acquisition is both flexible and affordable. e-Libro offers multiple models that can be combined to fit institution's needs while their reporting features provide insight into research habits and resource usage, allowing for informed acquisition of new titles.

- **Subscription** offers an affordable base collection, helping to cover general instructional needs.
- **Title-by-title** acquisition under single or multi-user licenses is simplified with easy-to-use subject lists and pre-selected packages.

- **Patron Driven Acquisition (PDA)**  
offers broad access and means you only pay for e-books that are used after a free browse period, leveraging profiles and controls set by your library.

e-Libro works with distribution partners—YBP for approval plans, EBSCO and ebrary for single source electronic purchasing and access, and Biblioboard in the public library market to name a few—to add value to your ebook collection

# Access for Students

Research tools, include:

- Bookshelf feature for saving of books, chapters and segments of text with citations
  - Powerful search capabilities
    - Mobile support
  - Text-to-speech functionality
- Support of English and Spanish languages



# Librarians

Beyond just offering a user-focused experience, e-Libro makes ebook management easy and efficient for librarians. Collection management is handled through GOBI.

The user can set up a profile with e-Libro to filter by publisher, geographic origin, subject, price and publication dates and use e-Libro as a pre-approval plan to easily order both frontlist and backlist titles from the publishers of their choice as they become available.



# Key subjects include

- **Visual and Dramatic Arts**
- **Philosophy and Religion**
- **History**
- **Communication and Mass Media**
- **Political Science**
- **Literature and Language**
- **Anthropology**
- **Gender Studies**
- **Indigenous Studies**
- **Sociology and Social Sciences**
- **Science**
- **Architecture, Urbanism and Design**
- **Psychology and Psychotherapy**
- **Biology and Health Sciences**
- **Economics and Finance**
- **Engineering and Technology**
- **Informatics, Computer Science, and Telecommunications**
- **Violence in Society**

E-Libro offers both recent and archival ebooks in the academic subjects that are most relevant to students and their areas of research, as well as titles of interest to the public library market.

All of the titles are organized in collections and lists that make it easy to identify the titles needed by an specific audience.



This is for CADRA a new tool, in order to offer more and better access to the users.



THANKS FOR YOUR ATTENTION