The slides below are for day one – Innovation and Impact

It would be great if each slide can be branded as LYRASIS and also have an “innovation and Impact’ tag line.
Creating a Virtuous Circle of Innovation...

By LYRASIS and its Members
Vision – Leading Global Technology and Services Provider to Libraries, Archives, Museums, Galleries, and Researchers

Enabled By Virtuous Circle of Self-Reinforcing Strategies

- Value Creation
- Significance
- Relevance
- Market Power

**LYRASIS**
Dominant technology and channel platform driving industry innovation on Community’s priorities

**LYRASIS/DURASPACE**
Community libraries + 117 R1 Members
10+ Community Supported Programs
Financial Strength

Merger increases membership and service offerings -> increased cash flow -> more product development -> more members -> greater scale -> increased market power -> lower services cost -> lower content pricing -> greater value creation, relevance, and significance.
The 70/20/10 Framework

Striking the Right Balance

Knowledge of Technology and Market

- 70%: Improvements, Extensions, and Cost Reductions
- 20%: Next generation products
- 10%: New category products

Existing Markets We Already Serve

Existing Markets We Don't Serve

New Markets
The Catalyst Fund supports creative concepts that:

- Advance important objectives of the library, archive, and museum communities;
- Test-and-try new approaches to common problems; and
- Serve the broad interests of LYRASIS' membership.
Experiment in Innovation
LYRASIS Leaders Forum 2018
San Francisco

By Robert Miller and John Herbert
How does a non-profit, member-based organization launch “Innovation” as a strategic initiative, assuming its inherent risks, to sustain and grow as an organization, on behalf of its members?
Day 2

Discussion & Action
A Snapshot of the Scope and Impact of Our Newly Merged Organization

- 10 Community Supported Programs
- 5,000 + Users
- More than 400 Service Partners
- 1,700 Fiscal Partners
- 1,057 LYRASIS Members
- 224 Leaders Circle Members
The Leaders Circle
Our Innovation Think Tank

Through the merger with DuraSpace, the Leaders Circle has welcomed 115 new members, all committed to helping us chart the future, invest in innovation, and enjoy benefits of scale.

- Alabama A&M University
- Alabama State University
- Amherst College
- Arizona State University
- Atlanta University Center
- Auburn University Libraries
- Biodiversity Heritage Library
- Birmingham-Southern College
- Brandeis University
- Bridgewater College
- Broward County Libraries Division
- Brown University
- Bryn Mawr College
- Butler University
- Carnegie Mellon University
- Case Western Reserve University
- Charlotte Mecklenburg Library
- College of Coastal Georgia
- Colorado State University
- Columbia International University
- Columbia University
- Columbus Metropolitan Library
- Connecticut College
- Connecticut State Library
- Cornell University Library
- Creighton University
- Delaware County Community College
- Delaware State University
- DePaul University
- Drew University Libraries
- Duke University
- Duquesne University
- Durham University
- East Carolina University
- ETH Zurich, ETH Library
- Emory University-Woodruff Library
- Florida Academic Library Services Cooperative (FALSC)
- Free Library of Philadelphia
- Furman University
- George Mason University
- George Washington University
- Georgia Public Library Service
- Georgetown University
- Gothenburg University Library
- Göttingen State and University Library
- Griffith University
- Hampton University
- Harrisburg Area Community College
- Harvard University Archives
- Harvard University Graduate School of Design
- Haverford College
- Hispanic-Maya Public Library (ICPSR)
- Idaho Commission for Libraries
- Imperial College London
- Indiana State University
- Indiana University
- Indiana University Bloomington
- Indiana University East
- Indiana University Kokomo
- Indiana University Northwest
- Indiana University Purdue University Indianapolis (IUPUI)
- Indiana University South Bend
- Industrial Archives and Library
- Jacksonville Public Library
- Johns Hopkins University
- Johnson C. Smith University
- Kansas State Libraries
- Kent District Library
- Kentucky Virtual Library
- King County Library
- La Roche College
- La Trobe University
- Lafayette College
- Laval University – Université Laval
- Library of Virginia
- Liberty University
- London School of Economics and Political Science
- Loyola Notre Dame Library, Inc.
- Massachusetts Board of Library Commissioners
- Massachusetts Institute of Technology
- Michigan Library Commission
- Middle Tennessee State University
- Middlebury College
- Missouri State University
- Murray State University
- National Institute for Materials Science
- Naval Postgraduate School
- Nazareth College of Rochester
- New Jersey State Library
- New York Public Library
- New York University
- Norfolk State University
- North Carolina State University
- Northeastern University
- Northwestern University Library
- Oakland University
- Oberlin College Library
- Old Dominion University
- Oregon State University
- Pennsylvania State University
- Purdue University
- Rice University
- Roanoke College Library
- Rosenbach Museum and Library
- Rowan University
- Ruhr University Bochum/Ruhr-Universität Bochum
- Rutgers University
- Sacred Heart University
- San Francisco Public Library
- Savannah State University
- Scottish Digital Library
- Smithsonian Institution
- Southeast Florida Library Information Network
- St. Thomas University
- Stanford University
- State Library of Florida, Division of Library & Information Services
- State University of New York
- Technical University of Denmark
- Technische Informationsbibliothek (TIB)
- Temple University
- Texas A&M University Libraries
- Texas Digital Libraries
- The Ohio State University
- The University of Akron – Library
- Thomas More University
- Topeka & Shawnee County Public Library
- Troy University
- Tufts University
- U.S. National Library of Medicine
- Université Catholique de Louvain
- Université de Montréal
- University of Alabama
- University of Alberta
- University of Auckland
- University of British Columbia
- University of Calgary
- University of California, Los Angeles
- University of California, San Diego
- University of California, Santa Barbara
- University of Cambridge
- University of Charleston
- University of Cincinnati
- University of Connecticut
- Babson College
- University of Delaware
- University of Denver
- University of Florida
- University of Houston
- University of Hull
- University of Idaho
- University of Illinois at Urbana-Champaign
- University of Kansas Libraries
- University of Liege
- University of Manitoba
- University of Maryland Libraries
- University of Massachusetts
- Amherst
- University of Memphis
- University of Michigan Law
- University of Michigan Libraries
- University of Michigan Medical School
- University of Minnesota Libraries
- University of Missouri Libraries
- University of Nevada, Reno
- University of New Brunswick
- University of New Mexico
- University of New South Wales
- University of North Carolina at Chapel Hill
- University of North Carolina at Charlotte
- University of North Florida
- University of Notre Dame
- University of Oklahoma
- University of Oregon Libraries
- Bard College
- University of Ottawa
- University of Oxford
- University of Pennsylvania
- University of Pittsburgh
- University of Pennsylvania Libraries
- University of Southern Indiana
- University of Stirling
- University of Tampa
- University of Technology Sydney
- University of Texas at Austin
- University of Toledo
- University of Toronto
- University of Trinidad and Tobago
- Vassar College
- University of Victoria
- University of Virginia
- University of Washington
- University of Waterloo
- University of Wisconsin
- Upstate University Libraries
- Valparaiso University
- Vanderbilt University Libraries
- Villanova University
- Virginia Commonwealth University
- Vrije Universiteit Amsterdam, Library
- Wake Forest University
- Washburn University
- Washington State University
- Well Cornell Medicine
- Wellesley College
- West Virginia University
- William & Mary
- Winston-Salem State University
- Yale University
- York University Libraries
- Youngstown State University
- ZAHU University Library
- Sciences Library
- University of Prince Edward Island
- University of Rhode Island
- University of Rochester Libraries
- University of Southern Indiana
- University of Stirling
- University of Trinidad and Tobago
- Vassar College
- University of Victoria
- University of Virginia
- University of Washington
- University of Waterloo
- University of Wisconsin
- Upstate University Libraries
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- Villanova University
- Virginia Commonwealth University
- Vrije Universiteit Amsterdam, Library
- Wake Forest University
- Washburn University
- Washington State University
- Well Cornell Medicine
- Wellesley College
- West Virginia University
- William & Mary
- Winston-Salem State University
- Yale University
- York University Libraries
- Youngstown State University
- ZAHU University Library
Catalyst Fund Recipients

17 Recipients, Everyone Benefits

AI Technologies

King County Library System
Conversational Artificial Intelligence: Bringing the Library to Your Living Room $34,600

FIU FLORIDA INTERNATIONAL UNIVERSITY
AI for Archives: Using Facial Recognition to Enhance Metadata $25,000

Access

COLUMBUS METROPOLITAN LIBRARY
My Upload: Engaging Library Users in Digital Collections $25,200

University of Michigan
Using Linked Open Data for Open Data Toolkit Based on Diversity, Equity, Inclusion and Access Principles $25,380

Linked Data

Atlanta University Center
Robert W. Woodruff Library
Using Linked Open Data for Georgia’s Natural, Cultural and Historic Organizations’ Disaster Response $16,190
Using Scale to Keep Pricing Low

- 0 price increases in 4 years
- 6 services now offered
- 45% growth in number of clients since last year
We have members and users in:

- 50 States
- 15 Countries
- 05 Continents
Thank you to our Board of Trustees, who volunteer, on average, more than 80 hours each of their valuable time to support you, our members and the operations and strategic direction of the LYRASIS team.

In Memoriam: Gregor Trinkhaus-Randall worked tirelessly for the archives community in Massachusetts and on the LYRASIS Board of Trustees. We would like to publicly recognize his enormous contributions to our community and the field of archives. He will be missed.

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Chief Executive Officer,
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Why SimplyE?

Libraries owning the relationships with our patrons
## What the membership gains from the merger

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<tr>
<th></th>
<th>LYRASIS</th>
<th>DuraSpace</th>
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<tbody>
<tr>
<td><strong>Membership</strong></td>
<td>1000+</td>
<td>175+, 30% overlap</td>
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<tr>
<td><strong>Community Supported Programs</strong></td>
<td>7</td>
<td>3</td>
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<tr>
<td><strong>Communities</strong></td>
<td>GLAMs</td>
<td>Research</td>
</tr>
<tr>
<td><strong>Scale</strong></td>
<td>Platform View</td>
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<td><strong>Geography</strong></td>
<td>US</td>
<td>Global</td>
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<tr>
<td><strong>Services</strong></td>
<td>Hosting, Migration and More Services</td>
<td>Hosting, Professional</td>
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<tr>
<td><strong>Revenue</strong></td>
<td>$80M</td>
<td>$2M</td>
</tr>
<tr>
<td><strong>Fiscal Assets</strong></td>
<td>$29M</td>
<td>B/E</td>
</tr>
<tr>
<td><strong>World Class Team</strong></td>
<td>60+</td>
<td>7</td>
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