



Lean Library, Big Value

Your patrons are going to *love* that you're bringing the library into their workflow.

Why will they love it?

You're saving them time

Through the first six months of 2020, librarians have saved their patrons over **127,000 hours*** on their research.

In this time, librarians have:

- Helped **7,006,708** users get access to publishers, domains, and databases that are licensed by the library
- Provided **1,105,426** assists to patrons who may have otherwise been lost
- Offered **4,710,612** legal alternatives to articles or eBooks though the library and open access when patrons hit barriers
- Enhanced Google Scholar searches **2,471,793** times
- Enhanced PubMed searches **430,522** times

You're saving them money

Barriers to access are frustrating and costly. Lean Library can help your patrons overcome them by suggesting alternatives.

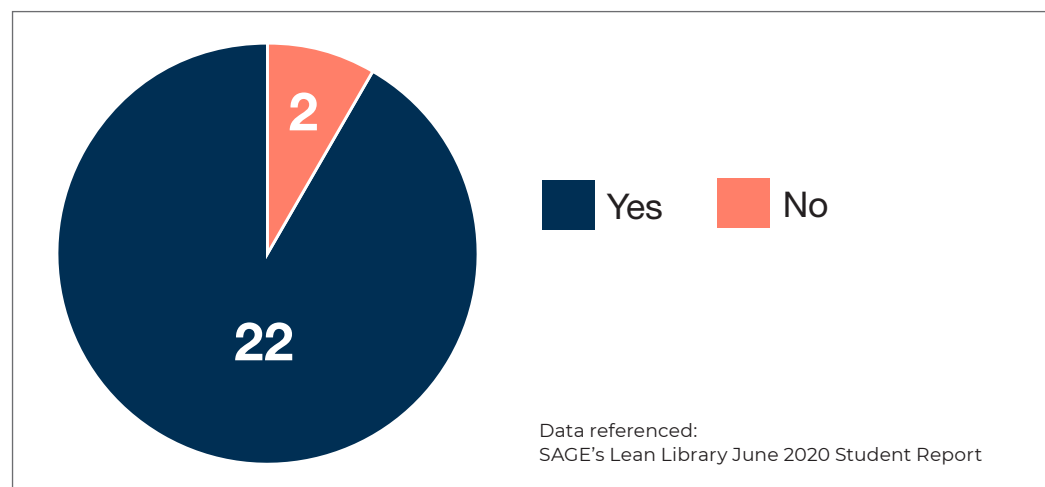
So far this year, patrons have passed a barrier to articles or eBooks **544,573 times**. Even with a conservative estimate of \$10 per article, that's a cool \$5.4 million saved for users.

You're giving them something they'll use

We conducted a qualitative survey to learn more about library patrons' research frustrations. Without telling them about **Lean Library**, we asked:

Would you download a browser extension if it streamlined access to licensed content?

The answer is yes.



Data referenced:
SAGE's Lean Library June 2020 Student Report

*Calculated by conservatively estimating each action a patron takes with the browser extension saves them one minute (this estimation doesn't include Google Scholar or PubMed enhancements).

How researchers save time with Lean Library

When researching off campus and outside of the library, patrons can face all sorts of frustrations gaining access to the right resources. We believe **Lean Library** can help your patrons avoid these frustrations and save some time.

To test, we worked with end users to see how **Lean Library** could impact them.

See the results of these tests in the table below.

Active users = increased usage

Resources are only beneficial if patrons are using them. This year, we've seen our active user base grow **7.80%** each month. In June 2020 alone, our librarians helped over **146,000 unique active users**.

What could your library do with more users each month?

We'll help you get going with:

1. Outreach examples from top performing customers
2. Marketing support
3. Faculty outreach
4. Social pushes
5. One-on-one brainstormers

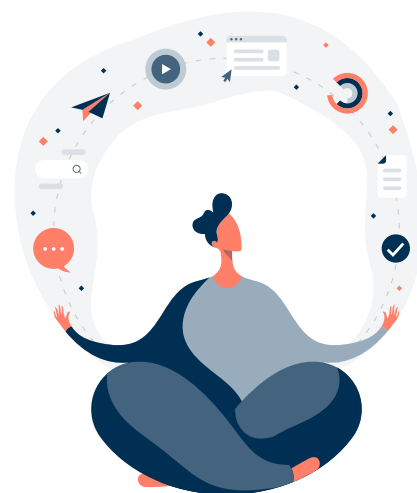
Scenarios	Time without Lean Library	Time with Lean Library	Time saved with Lean Library
'Say you want to read the article for this citation, can you show me how you would go about doing that?' Webster, K. E., & Feller, J. A. (2016). Exploring the High Reinjury Rate in Younger Patients Undergoing Anterior Cruciate Ligament Reconstruction. The American Journal of Sports Medicine, 44(11), 2827-2832.	3 min 49 sec	54 sec	2 min 55 sec faster
'How would you go about reading the most recent article published in the <i>Journal of Marketing Research</i> ?'	2 min 59 sec*	36 sec*	2 min 23 sec* faster
'You have heard about "brain training programs" and want to find an article about if these programs actually work?'	3 min 32 sec**	1 min 1 sec	2 min 31 sec faster

*One participant did not complete this task. They were not counted in the average.

**One participant gave up on the task without *Lean Library* but was able to have success with *Lean Library*. They were not counted in the average.

“ I wanted to say how much easier life has been when doing research with the roll out of the Library Access plug-in for web browsers.

–Postgraduate, School of Electrical and Electronic Engineering, University of Manchester



Don't just take our word for it!

Read what your colleagues think

We love getting feedback from our **Lean Library** partner institutions. Here are some of our favorites.

“ I sent out initial messages today to all the students, and to our faculty. One computer science professor wrote back, who is an ‘influencer’ on campus, and he installed Lean Library and said it’s AMAZING. I’m very pleased.

–Gavin Ferriby, University Library, Sacred Heart University

“ Lean Library is more important than ever now that all students are online and may or may not be in the fall.

–Christopher Lee, Electronic Resource Librarian, Utah State University

“ It is reassuring to see that development continues to continue to make the tool work better.

–Electronic Services Manager, University of East Anglia

“ We have found the Lean Library setup process really easy to work through, and the support team have been amazing. Our collection is very large, and we have many small, unusual resources, but we have been able to easily setup assist messages or custom redirects for these.

–Caroline Gauld, Manager Discovery, University of Melbourne

“ Lean Library has meant that I’ve had one less thing to stress about as a new doctoral student!

–Kacey Dragan, PhD candidate, Harvard University



It keeps getting better

Lean Library strives to continue finding new ways to benefit you and your patrons. We keep enhancing the product, adding features like:

- Highlight & Search to send patrons back to your designated databases
- CORE Discovery integration to increase our pool of open access materials
- Academic Browser app to help patrons benefit on the go



And then there's the people

Quick and personal

implementation: You'll have a dedicated representative helping you every step of the way. Don't think you have time? Most of the implementation can often be completed in under a day.

Beyond the implementation:

We'll check on you throughout the year to make sure you love the extension as much as we do. 😊

A community of support: Want to hear from other librarians? We also have a **Lean Library** listserv with current customers ready to answer your questions!



Let's talk budget

Our sales team would love to work with you, but here are three creative ways other librarians have found the budget:

1. Splitting the costs with the IT department
2. Cutting low usage journals or resources: A few librarians wanted to trade resources that weren't getting used to help increase usage of the rest of their resources
3. End of the year money to get the three-year discount



WE'RE HERE TO HELP

Let's start transforming the access experience for your patrons while promoting your library—together.

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