

# Strategies for Developing Collections through Multiple Acquisition Methods: Assessment and Benefits

The multiple acquisition method model for collection development described herein can be scaled for any library regardless of their size and collection budget. Benefits of this model include improved library collections that more closely align with user needs and significant cost savings.

## INTRODUCTION

This presentation describes an assessment of the English Language and Literature (ELL) monographs acquired by the Texas A&M University Libraries through multiple acquisition models. The usage of the ELL monographs purchased prior to and after the implementation of a Purchase on Demand (POD) program were compared by subject and topic using ILS circulation data and vendor reporting. The assessment reveals areas for improvement in aligning acquisition materials with user needs. The benefits of using a multiple acquisition model to develop collections include significant cost savings, improved collections, and efficiency. This approach can serve as an example for any discipline and can be scaled to a variety of libraries regardless of size and collection development budget.

## RESEARCH QUESTION

“How closely do approval plan and subject librarian selections match materials requested by users?”

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## ACQUISITION MODELS

The acquisition models used by Texas A&M University Libraries include the following:

- Approval Plan purchases (print books preferred)
- Subject Librarian selections
- User requests
  - Demand Driven Acquisition (DDA) Program for ebooks
  - Purchase on Demand (POD) Program for print and ebooks
  - Suggest a Purchase requests (print and ebooks)

The POD program started in September 2019 and ended in February 2021. Prior to the POD program, Approval Plan purchases accounted for a large percentage of ELL monograph acquisitions. We suspended the Approval Plan during the POD program with certain exceptions, namely Shakespeare-related materials, books edited or published by TAMU affiliated authors, and adult award books.

## RESULTS /FINDINGS

During this study, the majority of books were acquired through the User request and Subject Librarian methods. Librarians and Users preferred books in the Ps and PNs. The usage percentage for items acquired via User request methods is significantly higher than items acquired via Approval Plan or Subject Librarian selections. In addition, the overall amount spent decreased and allowed funds to be redirected to other critical User collection needs.

## CONCLUSION

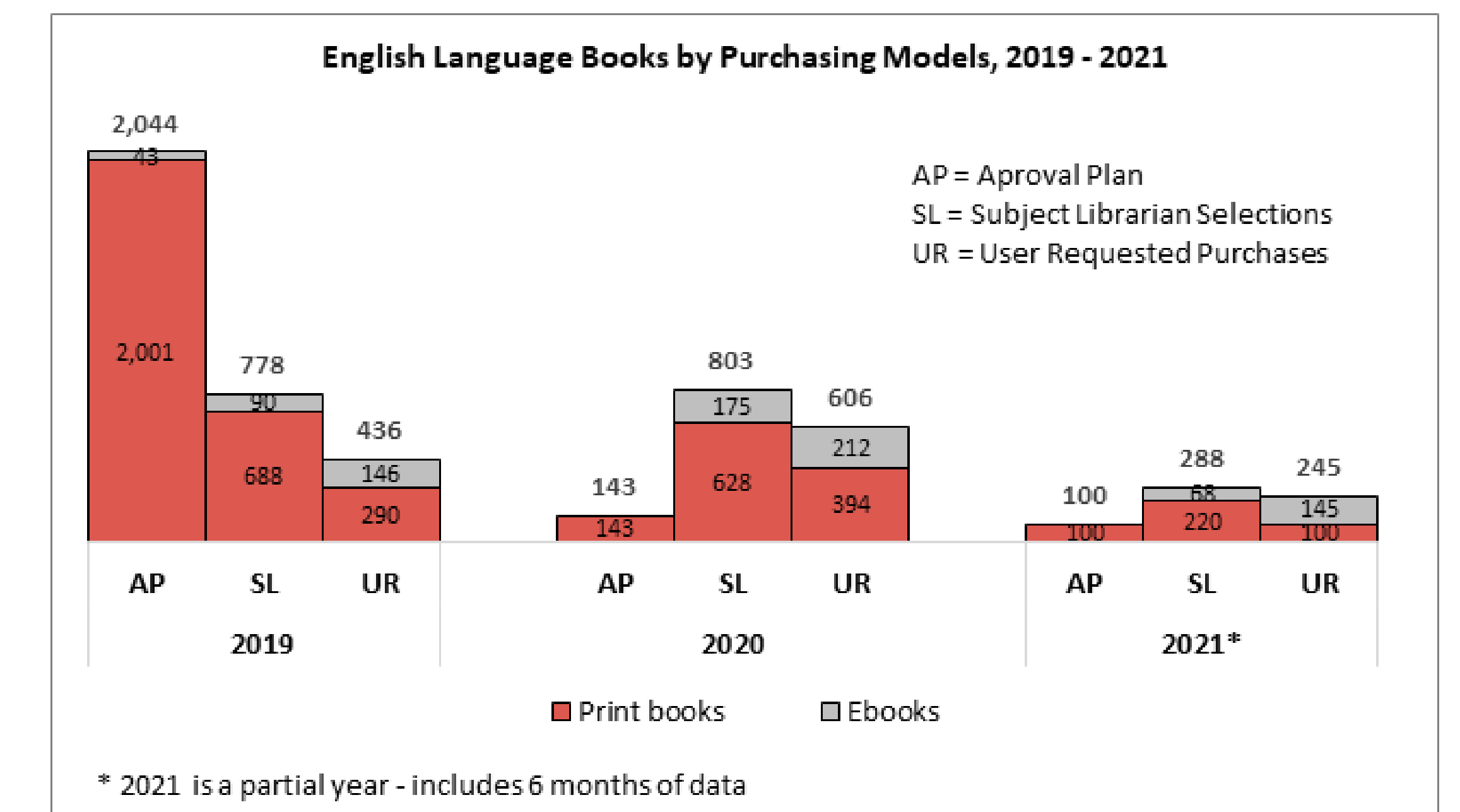
Employing a multiple acquisition method model for collection development resulted in a dramatic increase in the usage of those items that were acquired. The ELL disciplines cut their spending in half without sacrificing collection quality. Finally, this research allowed us to customize the existing Approval Plan to better align with User needs.

## ANALYSIS

We compared several data points prior to and during the POD program to determine the effectiveness of a multiple acquisition method model.

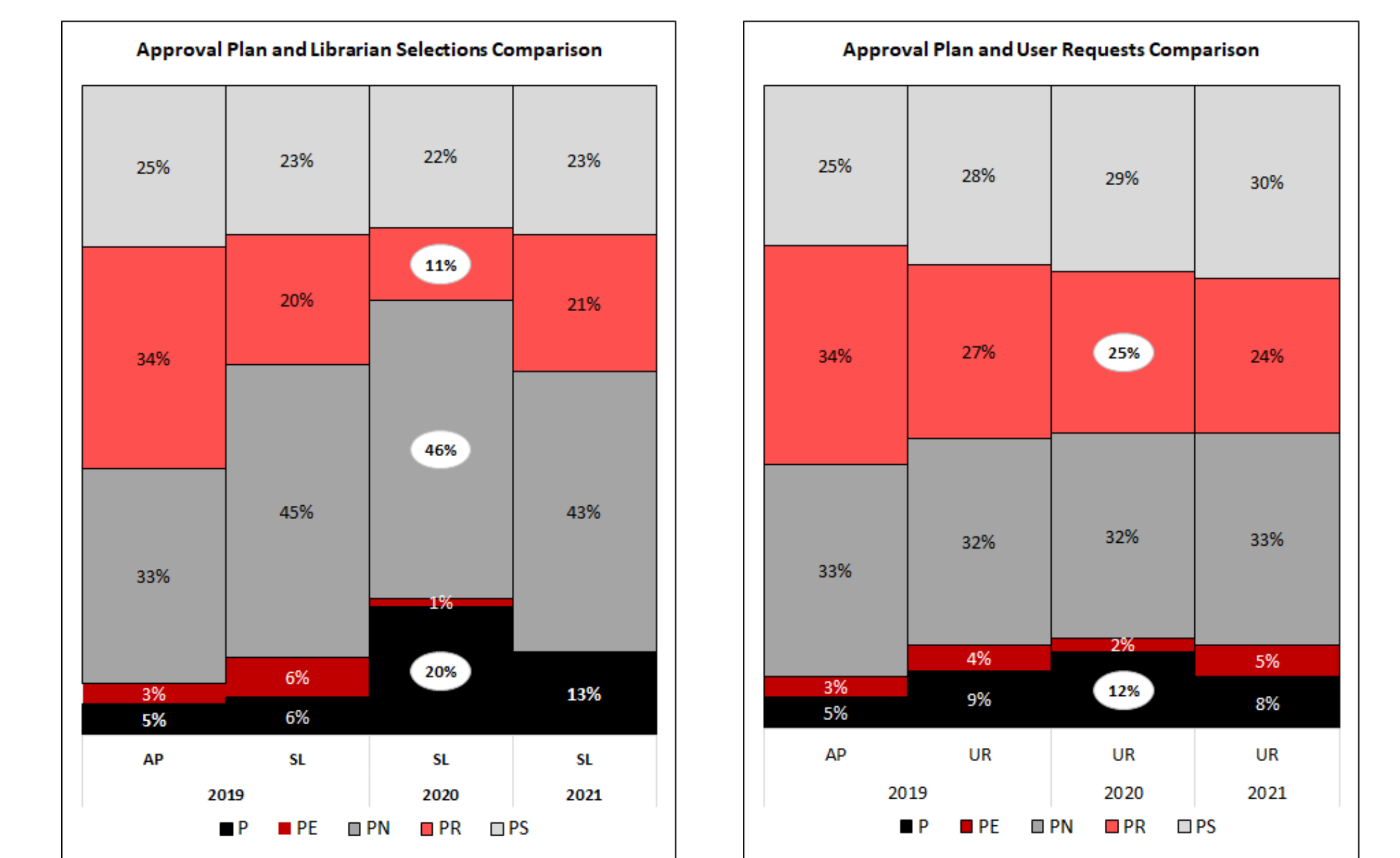
### ACQUISITIONS BY PURCHASING MODEL

During the POD program, the ELL approval profile was suspended so we could analyze subject librarian selections and user requests to better align the approval plan with user needs.



### COMPARISONS OF APPROVAL PLAN, USER REQUESTS AND SUBJECT LIBRARIAN SELECTIONS

Users and Subject Librarians requested more books in the LC Call #P range than were acquired via Approval Plan. In the LC Call # PR range, more books were acquired via Approval Plan. This analysis identified areas in need of adjustment in the Approval Plan to automatically acquire materials needed by users with minimal oversight by Subject Librarians.



### USAGE AND COST BY ACQUISITION METHOD

The addition of the POD program resulted in usage percentages of 82% or higher while spending was cut in half.

Table 1. Usage and cost of books purchased by three acquisition methods, 2019-2021

Acquisition Method	% of Items used		Cost		% of Items used		Cost	
	2019	2020	2019	2020	2021*	2021*	2019	2021*
<b>Print Books</b>	43%	50%	\$138,452	\$46,516	37%	\$17,392		
Approval Plan	30%	25%	\$101,980	\$5,337	20%	\$4,597		
Subject Librarian Selections	61%	36%	\$26,604	\$27,342	15%	\$9,831		
User Requests	93%	82%	\$9,868	\$13,836	93%	\$2,964		
<b>Ebooks</b>	91%	83%	\$43,940	\$46,373	84%	\$28,067		
Approval Plan	65%	0%	\$6,780	\$0	0%	\$0		
Subject Librarian Selections	89%	62%	\$17,344	\$16,994	65%	\$8,998		
User Requests - DDA	100%	100%	\$19,816	\$29,379	93%	\$19,069		
<b>Total</b>	47%	58%	\$182,392	\$92,888	53%	\$45,459		

\*2021 is a partial year, includes 6 months of data