



50:50 and other strategies

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NSW.net eLending seminar
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Our main issue is

SUPPLY





Good

Evil

Timing





1998 Rocket
ebook reader

2006 Sony
ereader

2007 Amazon
Kindle

2010 Apple
iPad. Kobo





3 years

10% of the
market





1998 Rocket
ebook

2004 Google
Books Library
Project

2006 Sony
ereader

Amazon
Kindle

2010 Apple
iPad. Kobo





Good

Evil

Timing





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Buy-it-now





Investment

50:50





Library-friendly





Talk to the vendors





Implicit

Explicit





Australian Library and
Information Association

ALIA

MEMBER FOCUSED

OPEN

INCLUSIVE

COLLABORATIVE