

INSTITUTIONS RECEIVING THE SURVEY

Institution name	URL	Responded
Alabama Department of Archives & History	www.archives.state.al.us	Yes
Alaska Historical Society	www.alaskahistoricalsociety.org	Yes
Alaska State Archives	www.archives.state.ak.us	No
Department of Arkansas Heritage	www.arkansasheritage.com	No
Historic Arkansas Museum	www.arkansashistory.com	Yes
Arizona Historical Society	http://w3.arizona.edu	No
Atlanta History Center	www.atlantahistorycenter.com	Yes
William Breman Jewish Heritage Museum	www.thebreman.org	Yes
California Historical Society	www.californiahistoricalsociety.org	No
California State Archives	www.ss.ca.gov/archives/archives_e.htm	Yes
Chicago Historical Society	www.chicagohs.org	No
Colorado Historical Society	www.coloradohistory.org	Yes
Connecticut Historical Society Library	www.chs.org/library	Yes
Historical Society of Delaware	www.hsd.org	No
Delaware Public Archives	www.state.de.us	No
Delaware State Museum	www.destatemuseums.org	No
Jewish Historical Society of Delaware	www.hsd.org/jhsd.htm	Yes
Historical Society of Washington, D.C.	www.hswdc.org	No
Alma Clyde Field Library of the Florida Historical Society	www.florida-historical-soc.org	Yes
Florida State Archives	http://dlis.dos.state.fl.us/barm/fsa.html	Yes

Museum of Florida History	http://dhr.dos.state.fl.us/museum	No
State Archives of Georgia	www.sos.state.ga.us/archives	No
Georgia Historical Society	www.georgiahistory.com	No
Hawaiian Historical Society	www.hawaiianhistory.org	Yes
Idaho State Historical Society	www.idahohistory.net	No
Illinois Historical Society	www.historyillinois.org	No
Indiana Historical Society	www.indianahistory.org	Yes
State Historical Society of Iowa	www.iowahistory.org	No
Kansas State Historical Society	www.kshs.org	No
Kentucky Historical Society	www.kyhhistory.org	Yes
Louisiana Historical Society	www.louisianahistoricalsociety.org	No
Maine Historical Society	www.mainehistory.org	No
Maryland Historical Society	www.mdhs.org	No
Massachusetts Archives	www.state.ma.us/sec/arc/arcidx.htm	No
Massachusetts Historical Society	www.masshist.org	No
Historical Society of Michigan	www.hsmichigan.org	No
Minnesota Historical Society	www.mnhs.org	No
Mississippi Department Archives History	www.mdah.state.ms.us	No
State Historical Society of Missouri	www.system.missouri.edu/shs	Yes
Montana Historical Society	www.his.state.mt.us/departments/library-archives/index.html	No
Nevada Historical Society	http://dmla.clan.lib.nv.us	No
Nebraska State Historical Society	www.nebraskahistory.org	No
State of Nevada Dept. Cultural Affairs	http://dmla.clan.lib.nv.us	No
New Hampshire Historical Society	www.nhhistory.org	No
New Jersey Historical Society	www.jerseyhistory.org	Yes
New York Historical Society	www.nyhistory.org	No

New York State Museum	www.nysm.nysed.gov	Yes
North Carolina Museum of History	http://ncmuseumofhistory.org	No
North Carolina State Archives	www.ah.dcr.state.nc.us/sections/archives/arch/default.htm	Yes
State Historical Society North Dakota	www.state.nd.us/hist	Yes
Ohio Historical Society	www.ohiohistory.org	No
Oklahoma Historical Society	www.ok-history.mus.ok.us	No
Oklahoma Museum of History	www.ok-history.mus.ok.us/mus-sites/masnum01.htm	No
Historical Society of Pennsylvania	www.hsp.org	Yes
Pennsylvania State Archives	www.phmc.state.pa.us	No
Rhode Island Historical Society	www.rihs.org	No
South Carolina Department of Archives and History	www.state.sc.us/scdah	Yes
South Dakota State Historical Society	www.sdhhistory.org	No
Tennessee State Library & Archives	www.state.tn.us/sos/statelib/tslahome.htm	Yes
Texas State Historical Association	www.tsha.utexas.edu	No
Utah State Historical Society	http://history.utah.gov	No
Vermont Historical Society	www.vermonthhistory.org	Yes
Library of Virginia	www.lva.lib.va.us	No
Virginia Historical Society	www.vahistorical.org	No
Washington State Historical Society	www.wshs.org	Yes
Wisconsin Historical Society	www.wisconsinhistory.org	No
Wyoming State Historical Society	http://wyshs.org	No
Wyoming State Museum	http://wyomuseum.state.wy.us	No

VENDOR/PRODUCT PROFILES

Product: Accent

Vendor: Sagebrush Corp.

Primary focus: School libraries

Host/server OS: Windows, UNIX

URL: www.sagebrushcorp.com

Sagebrush's Accent is a software system designed for school libraries with 75 installed and accepted systems in the United States at the end of 2002. Accent Version 3 was released in 2002. It includes a checkout screen with complete student circulation information and photo, customized tab-based OPAC with visual and reading program searching, and access to school-selected Web resources.

Accent Version 4 is in development and will contain new enhancements such as expanded information access, a standard Web search (Google), the ability to access prizewinner lists, best-seller lists, and 66,000 cataloged websites through iBistro subscription.

The company markets Accent as the easy-to-use, integrated central solution for K-12 school library media centers. Sirsi Corp., a contender in the academic library area, developed its technology.

Ninety percent of Sagebrush's new-name sales in 2002 went to host/servers using Windows 2000. It does offer Unix and Windows NT in addition to Windows 2000. Twenty new systems were sold in 2002 and two upgrades were sold for CPU. It features Oracle as its database management system as well as BRS/Search, C-ISAM. Gross sales for 2002 were between \$60 million and \$70 million.

Also see Athena and Spectrum.

Product: Athena

Vendor: Sagebrush Corp.

Primary focus: School libraries

Host/server OS: Windows NT, Novell

URL: www.sagebrushcorp.com

This software system is a fully integrated library automation system combining circulation, cataloging, searching (OPAC), cataloging, and inventorying functions in a complete easy-to-install and maintain package. It was one of the first systems for Windows applications.

The majority of sales is in North America with 11,408 installed and accepted systems as of 2002. Thirty-eight such systems also were installed in Asia/Oceania in 2002. About 11% of its systems are installed in a combination of academic, public, and special libraries. In 2002, 1,208 new-name systems were sold.

Host server operating systems supported are Windows NT and Novell. In 2002, 778 upgrades were sold. The company's gross sales were \$60 million to \$70 million with a profit. New modules being developed include major Athena

updates, In-Hand enhancement, and a complete MAC suite.

Also see Accent and Spectrum.

Product: Portfolio and Concerto

Vendor: BiblioMondo

Primary focus: Public

Host/server OS: UNIX, Windows, Macintosh

URL: www.bibliomondo.com

BiblioMondo serves more than 14,000 customers in 11 countries. Europe and North America are its primary audiences with some sales in Asia/Oceania. It describes itself as a Web-centric, multiplatform, and multilingual set of products. BiblioMondo offers both software and turnkey systems for its products.

Concerto is a complete library system. Portfolio is designed for UNIX and Windows NT/2000 server-based systems. It is a Web-based library management system geared to public libraries and special libraries.

Eighty-five percent of BiblioMondo's installed systems are in public libraries. This client-server product supports Hewlett Packard, IBM, Intel, and Sun platforms. The majority of host/server operating systems for new-name sales in 2002 were Windows NT and UNIX. Database management systems include BET SQL and Sybase. Client operating systems included Mac OS11X. In 2002 new-name sales totaled 15 with 25 upgrades. Public libraries are 70% of its audience with 10% each for academic, school, and special libraries. Gross sales in 2002 totaled \$10 million to \$15 million.

New modules in development include Portfolio 6 III Plug-in for Zones, Datawarehouse gateway Z39.50 client integrated professional applications, Zone 2. It is developing Medialab NL with Xerox in France.

Product: Concourse

Vendor: Book Systems, Inc.

Primary focus: Special libraries

Host/server OS: Linux, Windows

URL: www.booksys.com

This turnkey system operates on major hardware platforms that include Hewlett Packard, IBM, Intel, Linux, and Mac. The majority of host/server systems of new-name sales in 2002 was Windows 2000, with Windows NT running a close second. Client operating systems include Linux, Windows 2000, NT, 95/98/ME.

In 2002, 795 new-name systems were sold with 20 upgrades. Book System's market is North America with 2,836 installed and accepted systems at the end of 2002. The company's gross sales for 2002 were \$2.5 million to \$5 million with a profit. Two new application software packages were released in 2002. In addition to its focus on special libraries, Concourse is used by many school districts.

Product: Amlib Library Management System

Vendor: Brodart

Primary focus: School libraries

Host/server OS: Linux, Unix, Windows, Novell

URL: www.brodart.com/automation

This software and turnkey system sells mainly to schools and public libraries. New-name sales for 2002 were 95% to Windows 2000 operating systems. In 2002, Brodart made 139 new-name sales with no upgrades. The installed and accepted systems for 2002 were mainly in Asia/Oceania, although sales occurred in North American and Europe. The company made a profit for the year.

Brodart made two software releases and five major enhancements. The major enhancements included: Integrated Z39.50 client-server within the cataloging module, bulk import of patron images, and new keyword searching methods for large databases. New modules include: Unicode compatible client, request management, EDI, native browser, and Web circulation.

Product: Library World

Vendor: Caspr Library Systems, Inc.

Primary focus: School libraries

Host/server OS: Windows, Macintosh

URL: www.caspr.com

This software is designed for Windows and Macintosh operations. In 2002, 90% of new-name sales were to Windows NT host/server operating systems. The company sold \$1 million to \$2.5 million in 2002 and made a profit. Three new applications and two enhancements were released for the year—Library World 3.0 and Index MARC LC.

Product: Alexandria Library Automation

Vendor: Companion Corp.

Primary focus: School libraries

Host/server OS: Windows, Macintosh

URL: www.companioncorp.com

This software system is designed for Windows and Apple/Macintosh. The majority of new-name sales in 2002 went to Windows NT and 2000 with Mac running a close second. The company made a profit for the year. Enhancements include Alexandria V5 and Textbook Tracker v3. ELunchroom, a sales automation program for school cafeterias, will be released within the next year. Textbook Tracker is an inventorying system for school textbooks.

Product: Eos Q Series

Vendor: Eos International

Primary focus: Special libraries

Host/server OS: Windows

URL: www.eosintl.com

Offered as both a turnkey or software system, Q Series is sold mainly to special libraries. Website information indicates Eos Glas (Graphic Library Automation Systems) is designed for Windows. Its modules include cataloging, circulation, serials, acquisitions, Databride (MARC import/export), and Glas @Access (a browsing and searching tool for the Web). Its graphical user interface (GUI) and multitasking capabilities are its main features.

The Q Series, a next-generation library information management and access system, provides single-point access to information. Q Series runs on Windows NT server or Sun Solaris UNIX. It uses Oracle or MS SQL database management. (Easy Search is a search option along with Expert Search).

The company has clients in more than 85 countries. Eos made 71% of its Q Series sales to special libraries. Gross sales were between \$5 million and \$10 million for 2002 with a profit. New modules are in development. Enhancements include Web cataloging, circulation, serials, and acquisitions.

Product: Eos Glas

Vendor: Eos International

Primary focus: Special

Host/server OS: Windows

URL: www.eosintl.com

Eighty-five percent of Eos International's new-name sales went to special libraries.

Also see Eos Q Series.

Product: Circulation Plus/Catalog Plus

Vendor: Follett Software Co.

Primary focus: School libraries

Host/server OS: Linux, Windows, Macintosh

URL: www.fsc.follett.com

A software-only product, 33% of its new-name sales went to Macintosh users, and 68% went to Windows 2000 users. New modules are in development. The database is Faircom.

The company made a profit for the year. Follett is one of the largest vendors with 36,557 installed systems in North America and 373 in Asia/Oceania. For 2003 the focus will be on launching a new class K-12 Web-based library management software that uses the latest technology to help schools and public libraries access online resources.

Product: Library 4 Universal

Vendor: Kelowna Software Ltd.

Primary focus: School libraries

Host/server OS: Windows, Macintosh

URL: www.l4u.com/company.htm

This software has been available for 15 years. In 2002, 93% of the installed systems were in school libraries. It provides an online bug reporter. New enhancements include a palm scanner in both inventory and list search, automatic spelling and grammar checking in English and French, improved MARC editor, single-user backup, LRU union settings, new L4U Web Server supporting French and Spanish, and all new HTML pages and support for HTML or graphic displays. Between 61% to 80% of existing customers upgraded. As a private company, Kelowna Software does not disclose information about product development.

Product: Mandarin M3

Vendor: Mandarin Library Automation, Inc.

Primary focus: School libraries

Host/server OS: Windows, Novell

URL: www.mlasolutions.com

The company offers turnkey and software systems. Ninety-five percent of new-name sales went to Windows-based host/servers. 2,509 accepted and installed systems exist in North America, seven in South America, two in Asia/Oceania, and two in Africa/Middle. The company made a profit.

Three new software applications were released in 2002. Between 41% and 60% of new-name sales were to consortia. Between 81% to 90% of existing customers upgraded to new product lines for the year.

Multiple new modules and submodules are in development including M3 Pocket Module, Palm OS Symbol scanner solution, Textbook Module, and an M3 Web Gateway.

Product: Spectrum

Vendor: Sagebrush Corp.

Primary focus: School libraries

Host/server OS: Windows, Macintosh

URL: www.sagebrushcorp.com

This software has a school audience. New-name sales for 2002 were 90% to Windows and 10% to Mac clients. The majority of installed and accepted systems are in North America with 16, 277 and Asia/Oceania with 821.

The company's gross sales in 2002 were \$60 million to \$70 million with a profit. Six new application software packages were released. Enhancements included Spectrum 5.1, SIF, Ucheck, WebMARC, BenchMARC, and Patron Porter. In 2002, 1% to 40% of existing customers upgraded to a new product line. Three new modules are in development. The Complete MARC suite is being developed in conjunction with other companies. Ucheck, a self checkout program and Patron Porter, a patron data converter, are in development.

Also see Accent and Athena.

Product: Softlink Alice

Vendor: Softlink America, Inc.

Primary focus: School libraries

Host/server OS: Windows

URL: www.softlinkamerica.com

In 2002, 90% of new-name sales went to host/servers using Windows operating systems. The overseas market is the largest audience with 4,000 installed systems in Asia/Oceania, 50 in Africa/Middle, 5,000 in Europe, 160 in North America, and five in South America. The company earned \$1 million to \$2.5 million in gross revenues for 2002. Three new application software packages were released, including Finger Print Recognition Module, BookWizard 2002, and Internet Patron Services for school libraries.

Also see Softlink Liberty.

Product: Surpass

Vendor: Surpass Software

Primary focus: School libraries

Host/server OS: Windows 2000

URL: www.surpasssoftware.com

Surpass' customer base is close to 900 sites. The company sold less than \$1 million in new-name sales but a profit was made. Four new application software releases were made in 2002, and new modules included an integrated Z39.50 copy cataloging module.

Product: Softlink Liberty 3

Vendor: Softlink America, Inc.

Primary focus: Special libraries

Host/server OS: Windows

URL: www.softlinkamerica.com

The majority of new-name sales went to Windows 2000. Major enhancements included Equality Records Management Module E and Reference Module. Between one and 20 customers upgraded, and 78% of sales are to special libraries. The company's gross sales were \$1 million to \$2.5 million with a profit for 2002. Five application software releases were made in 2002.

Also see Softlink Alice.

ILS SURVEY

Survey of Integrated Library Systems Software in use for smaller libraries, historical societies, and museums

1. Please identify the type of institution you are by giving your title and indicating if you are:

a. library ____ b. museum ____ c. archives ____ d. historical society ____

Title of institution:

2. Do you currently have integrated system software that is in use by your institution?

Yes ____ No ____ Planning to acquire _____

If yes, when did you acquire this system? Month _____ Year _____

3. Please name this system and vendor and type of server you are using.

Decision-making Procedures

4. When you decided to purchase the system, what type of decision-making structure did you employ? Please circle all that apply.

a. Committee b. Administrative decision c. Other (describe):

If you used a committee, please give the titles of the persons involved.

5. What made you select the vendor/system? Please rank in order of importance with 1 as the highest and 7 as the lowest. You may weigh items equally.

Price _____ Sales pitch _____

Training, installation offered with purchase _____

Features _____ Interconnectivity _____ Upgrade options _____

Module options _____

Product Scope

6. Please name the various modules you purchased initially. (Circulation, Registration, Acquisitions, Imaging, etc.) _____

7. Please list any additional modules that you have purchased since acquiring the system. _____

- 8. What was the price of each addition?
- 9. How many site licenses or seat licenses did you purchase? _____
- 10. How many staff work at your institution? _____ FT _____ PT

Maintenance/Upgrades

- 11. How many and what types of upgrades have you experienced since acquiring the system? _____
- 12. Were you charged for these upgrades and if so, how much for each one? _____
- 13. Please give the average price of your yearly maintenance. _____

Operations

- 14. Does this system operate for your entire institution and if not, what other systems are in use?
Yes___ No___ (if yes, skip question 15)
- 15. If you use another system, please tell what it is and the department for which it is used. _____
- 16. Do you use imaging technology and if so what? (Scanners, software, digital cameras, etc.) _____
- 17. Please check all that apply to your applications.
LAN___ Z39.50 client-server _____ Image link_____

Summary – Please write brief answers to these questions

A. What types of software packages or multiple systems are you using to meet the needs of your institution? (for example, Membership program, Accounting software) _____

B. What would be the ideal system for your institution? _____

D. Were you able to purchase this system with existing funds or did you have to acquire additional funding either through a grant or other development activities? _____

C. Would you recommend this system to another institution?

No___ Yes ___ and if yes because of what system advantages?

INSTITUTIONS AND THEIR SYSTEMS

Name of institution	Products
Alabama Department of Archives & History	Voyager
Historic Arkansas Museum	Past Perfect
Atlanta History Center	Voyager
William Breman Jewish Heritage Museum	Multi-Mimsy
California State Archives	Gencat
Colorado Historical Society	Eos Glas
Connecticut Historical Society	Voyager
Alma Clyde Field Library of the Florida Historical Society	Its.Marc
Florida State Archives	Re:Discovery
Indiana Historical Society	Voyager
Kentucky Historical Society	Voyager
North Carolina State Archives	MARS
State Historical Society North Dakota	Odin
Historical Society of Pennsylvania	Planning stages
Tennessee State Library & Archives	Planning stages
Vermont Historical Society	Planning stages