



Smart Libraries™

Formerly Library Systems Newsletter™

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A picture is worth . . .

Two new visual browsing tools, Grokker and anacubis, were demonstrated on the exhibit floors of two library conventions this summer. Dubbed infoviz—for information visualization—these innovative tools provide graphical insights that enable users to grasp hidden patterns in data by displaying the relationships spatially.

This presentation appeals to more visually oriented younger patrons accustomed to discovering how sites work on the Web by exploring them. Doctoral researchers also are well served as they discover related research from other sources than those usually searched.

The essence of data

Dynix is incorporating Grokker (from the company Groxis) into its

Horizon integrated library system (ILS). The term *grokker* is taken from science fiction writer Robert Heinlein, who coined the verb *to grok*, which is to understand the essence of something.

Grokker delivers a stunning visual display of circles that vary in color and size based on the amount and type of data available. The application converts and filters data, documents, records, and search results into contextually relevant, graphical information maps that can be saved.

Users can download up to 50,000 records (into a single map) that can be deleted, regrouped, and restructured using filters. Grokker can integrate real-time data, including financial services, exchanges, news

See **Picture** on page 2

Professionals play musical chairs among ILS vendors

For many librarians and library consultants, the face of the library vendor can become as familiar as those of the folks working in libraries. Upper-level managers of many vendors staff exhibit booths, appear at conference receptions, and even participate in standards bodies and professional committees. What has become harder in the last year is keeping track of just which vendors those familiar faces work for.

The transience of employment at library vendors is a somewhat irregular occurrence but has become downright customary in the last several

months, especially among executives. Although pinpointing when the trend started is difficult, looked at as a whole, the many changes of the last several months make you wonder exactly what is happening.

Story twists and turns

The 21st century history of industry moves began with Sirsi Corp.'s buy-out of publicly held DRA in 2001. The merger, which resulted in surprisingly few layoffs (especially for

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wires, and transactional information into existing knowledge bases created by users, allowing them to update and expand their own map.

Multiple filters can be applied to the search results:

- Keywords to find discrete data within the existing results set
- Sliders that show the impact of incremental changes in a filter (such as date or age of documents) when a certain parameter is applied
- Shades of a color reflecting variations such as the age of material (for example, older material arranged along a color spectrum)
- Different shapes (triangle, box, diamond) that can be used to represent types of documents or customer rating level (triangle = 5 star, box = 4 star)
- When data are temporarily filtered out, the user can decide to have the data hidden, grayed out, or removed from view.

A useful tool for organizing data on a hard drive, Grokker converts entire sections of the hard drive into a graphical map that allows users to visually group files and open them without having to change the file location on the hard drive. Files that pertain to a particular subject can be found in the same location on a Grokker map but remain where they are on the hard drive.

Download Grokker as a plugin for \$99 and use it to view Web search results. It is a desktop application available for PCs and Macs and requires Windows 2000 or XP and a Pentium III with 400 megahertz.

Visualization for corporations

The second debuted Web visualization tool, anacubis, is now promoted directly to the corporate library market. Search results are displayed with icons linking to other icons that reveal relationships among entities searched such as organizations, individuals, and ideas.

PROQUEST—THE NEXT GENERATION

Launching this fall, ProQuest's PQNext is an interface designed to accommodate both the users' desire for a simple search box and the librarians' need for more sophisticated search criteria. Its features will include:

- Library branding as part of the screen design
- Browseable lists of topics, companies, people, locations, journal titles
- Indexing terms that are easily viewed in an on-screen tab called Topic Guide
- The ability to format the search results in standard bibliographic formats
- The ability for users to e-mail articles to themselves and to export references for their own use in local applications such as ProCite or EndNote

- OpenURL technology for seamless linking to full text or to other sources
- A "more like this" option to refine a search using index terms
- Business topics that can be refined with North American Industry Classification System (NAICS) codes
- Customizable search results that can be edited or annotated and then printed or downloaded to an HTML file for viewing from any Web browser
- An expanded help section that includes a table of contents, index, and glossary.

Usability studies conducted during the development of PQNext are evident in the flexible interface and the ability to manipulate the search results. ProQuest has developed a system that draws on

both its historical strengths in indexing and the latest linking technologies.—*JL*

Contact: www.proquest.com



Established in 2001 with a focus on the corporate market, anacubis is a product of the i2Group and uses technology that has been widely adopted by international law enforcement agencies in the last 12 years. The name anacubis means analytical cubism (developed by Picasso) and is a way to depict facts to produce a conceptual image of an object.

Demos of anacubis at the Special Libraries Association's (SLA) convention in June included examples from the intelligence sector demonstrating an icon for a person surrounded by icons representing data about him: a boat icon or car icon based on registrations, a house icon based on ownership or bankruptcies, and other data from public records. With this sophisticated technology, the person appears exposed.

Libraries that subscribe to anacubis business partners, such as Lexis-Nexis (for public records), D&B (for corporate linkages), and Questel Orbit (for patent information), can download the anacubis View Manager at no charge and use it to see search

results displayed with icons. A Google-enabled anacubis Viewer lets searchers explore and navigate relationships between websites. It uses the XML-based Simple Object Access Protocol (SOAP) and is available as a free download in beta from the anacubis website. Windows 2000 or XP and Microsoft Java Virtual Machine (VM) are required to run it.

The anacubis Desktop application lets users research, consolidate, and analyze data from disparate sources, create views, and export them to Microsoft Word, Excel, or Powerpoint. Corporate applications include monitoring patent infringement, competitive initiatives, acquisition prospects, or corporate affiliations.—*Judy Luther*

Contact: www.groxis.com
www.anacubis.com

U. of Washington innovates with ERM

The library industry no longer needs to be frustrated with the inability to acquire, track, and manage electronic resources in the traditional integrated library system (ILS). The University of Washington will soon be implementing Innovative Interfaces' Electronic Resources Management (ERM) module. Innovative's ERM is the first product to incorporate the technical services management of electronic resources with the traditional system.

Several library groups have been hard at work creating their own databases and systems for this level of online resource management, including the Digital Library Federation (DLF) ERM Initiative steering group, of which University of Washington's Tim Jewel is a member. Jewel and Adam Chandler

from Cornell University maintain information regarding ERM development at a Web hub website that develops administrative metadata for electronic resource management.

The significance of the decision is the university's decision to both implement a vendor solution and continue standards development with the DLF. Innovative certainly stands to gain from close ties with and a watchful eye on standards development within the DLF steering group.

ERM systems are designed to control licensing and subscription information for e-journal, abstracting and indexing (A&I), and full-text databases. Innovative hopes its ERM replaces the need for libraries to build

separate databases by integrating the information with Innovative's Millennium ILS. Nevertheless, the module is marketed as either an integrated or stand-alone system.

The University of Washington, a leader in this arena, joins Ohio State University, Washington State University, Glasgow University, University of Western Australia, and Canada Institute for Scientific and Technical Information in running the new Innovative software.—*AKP*

Contact: www.iii.com
www.library.cornell.edu/cts/elicensestudy

Professionals *from page 1*

upper management), came one year after Patrick Somers took the helm at Sirsi. Mike Mellinger, industry veteran and DRA's president and CEO, soon left Sirsi's board and is not currently active in the industry. Legal agreements currently restrict Mellinger from entering into direct competition with Sirsi.

Also in 2001, Innovative Interfaces President Jerry Kline bought out the outstanding shares of co-founding partner Steve Silberstein, giving Kline sole ownership of the company and dismantling a 20-year partnership at one of the leaders of integrated library systems (ILS).

VTLS will prove one of the most interesting ILS vendors to watch in the coming year.

Years before, Russell McDonald, noted sales leader in the industry, and Martha Gettys left Innovative to join departing (long-time DRA and short-lived Innovative vice president) Carl Grant at Ameritech Library Systems (later epixtech, now Dynix). In 1998, all three would wind up at Ex Libris (USA), Inc., with Grant at the helm of the U.S. subsidiary. McDonald left Ex Libris in early 2001 to work for both Endeavor Information Systems and its parent company Elsevier. McDonald was replaced by Sirsi's Lamar Alexander (who would return to Sirsi within a year), and then McDonald came back to Ex Libris in 2003 as vice president of sales after a two-year absence from the new industry darling. Shortly after McDonald's return, former Innovative CFO Robert Walton was named chairman of the board at Ex Libris, and he hired the former Innovative help desk manager, Katrina Anderson, as the new vice president for operations. All three report to the Israeli parent company and its new president and CEO, Matti Shem Tov.

In March 2003, Ex Libris (USA) president and CEO Grant left Ex Libris suddenly and surprisingly to take the reins at VTLS, where he was joined two months later by his former colleagues Gettys and Ron Passmore, as vice presidents of sales and marketing, respectively. This move was one of the most surprising in the industry, given VTLS' lackluster sales in North America. VTLS will prove one of the most interesting ILS vendors to watch in the coming year. Grant, who now has the company control he lacked at Ex Libris, will have to exhibit marketing and product prowess to turn VTLS around in North America.

In December 2002, Endeavor, the company that raised the bar on graphical development of library systems, saw the sudden departure of its leader Jane Burke, who was replaced by Elsevier

Science executive Roland Dietz. Brad Baumgartner left Dynix (then called epixtech) to join the Endeavor operation in 2003 as director of North American sales—East, followed by his epixtech colleague Susie Thorpe, who took over Endeavor's Australasian support.

In June 2002, Jack Blount succeeded Lana Porter as president and CEO at (then) epixtech; Porter remains on Dynix's board of directors. Blount rebuilt epixtech's management team with the appointments of several industry veterans and crowned the transition in January 2003 with a new (old) name for the company, Dynix. In May 2003, Dynix welcomed back its founding partner, Jim Wilson, as senior library advisor.

GIS Information Systems (formerly Gaylord) sported several changes in May and June 2003, including the naming of a new president and CEO, Bill Schickling, succeeding Katherine Blauer, who left after the divestment of Gaylord's library furniture and supply division.

This list is hardly exhaustive.

What does all this hopping about mean?

Implicit in all the executive level moves is that in an industry with a fixed annual revenue of \$500 million, companies desire the best and brightest of the industry to preserve and grow revenue streams. Middle management and lower level moves among all library vendors are to be expected and don't deeply impact the industry. The majority of these moves usually have to do with higher salaries and more power within a company or across the industry. Sometimes self-preservation explanations are the easiest. Industry mergers and acquisitions, on the other hand, will have a larger impact on the industry as fewer companies make moves to gather and protect market share. The industry will see another buyout on the scale of Sirsi-DRA within the next 24 months.

Also apparent is the fact that minimal use or enforcement of corporate noncompete agreements exists in the library software industry. Such agreements are nearly unenforceable anyway.

ILS industry-watching is becoming a professional pastime for librarians. Keep alert for if or when industry veterans such as Jane Burk, Steve Silberstein, and Mike Mellinger resurface in library automation. In the ILS vendor game of musical chairs, the music stops and starts frequently, and seats appear to be vacated, invented, or forcibly emptied quite often.—*Andrew K. Pace*



British Library goes electronic

The British Library is launching the first fully copyright-compliant secure electronic service for digital documents using Adobe Reader 6.0 (with digital rights management) and Relais International scanning and delivery technology. Electronic Delivery service means that almost anything from the British Library's extensive collections, whether born digital, in print, or in microform can be delivered securely in electronic form. More than a billion items can be on the user's desktop in two hours by using the British Library's new Electronic Delivery service—no more waiting for the mail or a fax.

The British Library's investment in specially adapted scanning stations opens all of its collections for electronic delivery. The third largest library in the world, the British Library holds more than 280,000 journal titles, 50 million patents, 5 million reports, and 476,000 U.S. dissertations. It also houses one of the best collections of U.S. government documents, including NASA and National Technical Information Service (NTIS) reports and more than 2,000 miles of microfilm.—*JL*

Contact: www.bl.uk

Coming this fall— Hot topics in D.C.

Washington, D.C. is hosting two groups' workshops this fall. The Association of Research Libraries (ARL) is sponsoring a conference that explores how the differences among humanities researchers, scientists, and social scientists' information seeking and sharing behavior drives strategy and priorities for campus investments in information technology. ARL's "Scholarly Tribes and Tribulations: How Tradition and Technology Are Driving Disciplinary Change" (Oct. 17) will help scholars, librarians, information technologists, and administrators to understand scholarly practices across disciplines.

The National Information Standards Organization (NISO) is launching a series of workshops beginning with topics that explore aspects of enabling interoperability across disparate systems to seamlessly deliver content to the user. Organized by industry consultant October Ivins, these workshops are designed for librarians, publishers, and vendors to increase

their understanding of NISO's role in addressing the seminar topics. The first two workshops are "Metasearch Demystified" (Oct. 29) and "Linking and OpenURL" (Oct. 30).—*JL*

Contact: www.niso.org/news/calendar.html
www.arl.org/scomm/disciplines.html



NEW SOFTWARE RELEASES

Internet2 releases Shibboleth 1.0

An Internet2 initiative geared toward a new online authorization architecture, Version 1.0 of the Shibboleth (commonly referred to as Shib) software was first distributed in July as open-source software. The Shibboleth pilot project had been underway at several educational institutions (such as Ohio State University, University of California, and University of Michigan). Several library vendors and content providers hope to support it soon.

The software divides responsibility for authentication and authorization between the origin site (where the user is) and the target (where the online resource is). The origin authenticates the browser user and maintains information about the user's attributes; the target maintains the access control policy.

Course management software providers Blackboard, WebCT, and WebAssign have already begun development of products incorporating Shibboleth, as have library vendors Ebsco, JSTOR, and Ex Libris' SFX. The National Science Digital Library—an educational initiative of the National Science Foundation (NSF)—will use Shibboleth to govern access to restricted materials.

Not to be outdone, corporate entities have been developing authentication software of their own. Microsoft

Passport and Liberty Alliance (whose sponsor members include Sun Microsystems, Sony, HP, and Novell) offer much the same functionality. Shibboleth's focus on privacy and cross-institutional authentication, however, distinguishes it from its private sector counterparts.

While Passport and Liberty fight for market share in the private sector, Shibboleth remains a solid, standards-based, open-source technology, making it attractive to an academic market. With an emphasis on enabling easier online research and protecting privacy, Shibboleth will make tremendous strides in fulfilling the information authorization and resource discovery needs of educational institutions.—AKP

Contact: www.projectliberty.org
<http://shibboleth.internet2.edu>
www.passport.net

Endeavor expands 2 products

Endeavor increased interoperability between Encompass and image and curriculum software, so faculty can integrate the library's resources directly into curriculum software used on their campus. At the American Library Association (ALA) June meeting in Toronto, Endeavor demonstrated how Encompass Course Content Integrator works with Blackboard's Learning System 6.0 Enterprise Edition and with WebCT's Vista System.

Course assignments can link to predefined primary and secondary sources such as citations and full-text articles. For topics that change rapidly, users can link to predefined searches in selected databases to produce the most current results. Students have the advantage of being able to manage their research autonomously with course-specific guidance built into the system by librarians.

Endeavor also has an exclusive partnership with Luna Imaging, Inc. that allows libraries to acquire an integrated version of Luna's Insight software with their selection of an Encompass system. Luna is known for its expertise in working with high-resolution images, data, video, and audio materials.

Expanding the power of its broadcast search, Endeavor's Encompass system searches Luna's database of visual resources obtaining results from Insight collections along with data from other resources. Users linking to data in Luna's system can easily activate Insight's tools for viewing, comparing, and organizing visual resources.

The new Insight 4.0 offers two export modes, both HTML and PowerPoint, so the user can have portable presentations without an Internet connection. Users can search within annotations accompanying the images. Libraries can gather appropriate usage statistics to better understand user behavior.—JL

Contact: www.endinfosys.com
www.lunaimaging.com

Microsoft gives away e-books

Reacting to its rather uncharacteristic inability to capture market share in the e-book reading space, Microsoft Corp. upped the ante by offering free e-book content to go along with its new version of the Microsoft Reader that was released in July.

Microsoft is offering three free titles per week for the 20 weeks between July 2003 and November 2003. The list of upcoming titles is not available. Titles, so far, have included new publications such as Gioia Diliberto's *I Am Madame X*, well-known best-sellers such as Amy Tan's *The Joy Luck Club*, and less-known titles such as John Bel-lair's gothic young adult book, *The Face in the Frost*.

The Microsoft free content has strict digital rights management (DRM) software embedded in the content of what Microsoft refers to as Owner-Exclusive eBooks. The DRM software does not enable copying, printing, or text-to-speech functionality in any of the titles released to date.

The giveaway comes on the heels of Adobe Systems' release of Adobe Reader 6.0, which has combined the popular Acrobat PDF reader with its less popular e-book

reader software. By combining both applications in a single reader, Adobe hopes to market PDF as the preferred e-book format. Version 6.0 of the new reader also allows for viewing files on devices running Pocket PC or the operating systems for Palm and Symbian.

Adobe enjoys the lion's share of market for its reader, due to the nearly de facto standard of PDF for online document publication and distribution. Microsoft, on the other hand, is geared more for content distribution and works with publishers directly to provide content in Microsoft Reader's .lit format.

Whether adding 60 yet-to-be-determined titles to an e-book collection will be enough to bolster Microsoft's reader software remains to be seen. Adobe's single reader, however, combined with the early success of the Adobe Content Server, will make Adobe hard to beat. Add to the equation the anti-monopoly sentiment that Microsoft's name often evokes, and this change could be the beginning of the end for Microsoft Reader.—AKP

Contact: www.microsoft.com/reader
www.adobe.com/products/ebookreader

AMAZON PROVIDES BETTER PEEKS

The July 21 issue of the *New York Times* broke the news that Amazon is negotiating with publishers to license the rights to digitize tens of thousands of nonfiction books and make the text searchable.

Users of Amazon's "Look Inside the Book II" will be able to browse the book by search terms and be able to read the nearby pages if they register. Amazon's current "Look Inside the Book" feature offers a view of the covers, table of contents, index, and a sample chapter.

The current estimated cost of \$200 to digitize a book does not include fees for authors' rights. The cost of retrospective

scanning and digitization was a daunting goal for netLibrary, ebrary, and Questia and will likely be an expensive initiative for Amazon.

Speculation abounds that Amazon's strategy is to compete with Google, Yahoo, AOL, and MSN to dominate users' time and redirect their attention. The service is rumored to start in the fall of 2003.—JL

Contact: www.amazon.com



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