

Strategic partnerships

The role of Sabinet

Stellenbosch Symposium: 30 October 2003

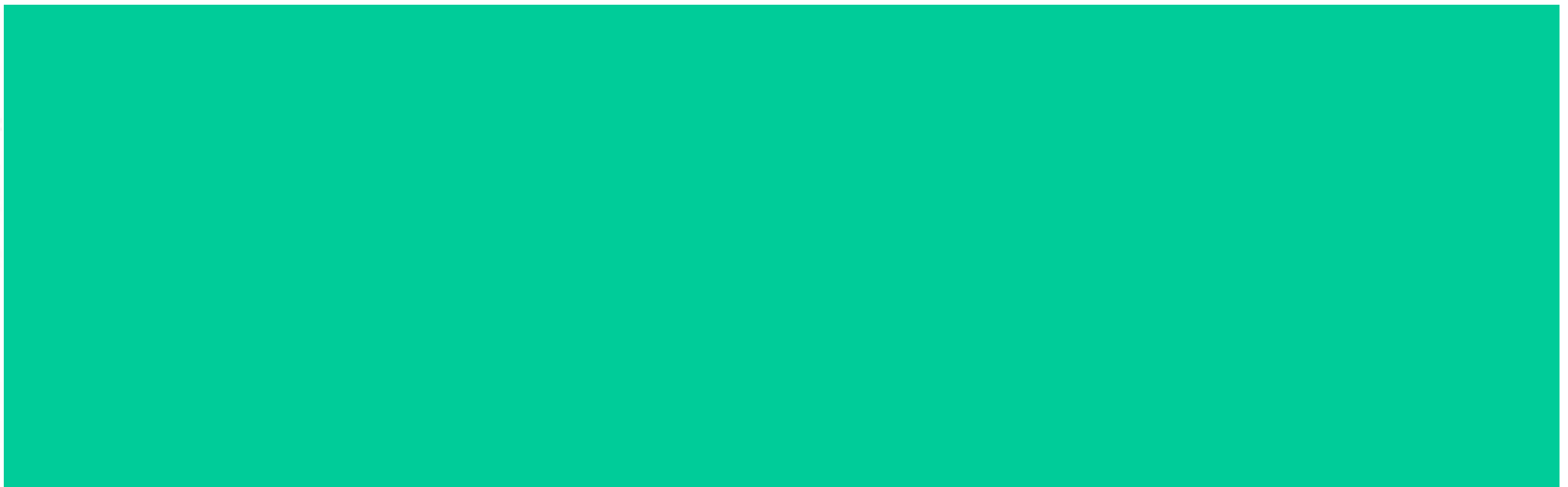


In the days before Sabinet



.....Information was hard to get at!

September 30, 2003



Best Wishes.

A handwritten signature in black ink, consisting of two parts: "Geoff" and "Han". The signature is written in a cursive, somewhat stylized font.

SABINET's objectives

- Support library technical processes
- Promote resource sharing
- Enable access to information sources

.....Information was hard to get at!

September 30, 2003

Dear Gerhard and the Sabinet Team,

[REDACTED]

[REDACTED] I have learnt a whole lot of new things and as I get to know more people (including the **Sabinet** team) I learn different ways of doing things and see different and more opportunities.

[REDACTED]

Best Wishes.



Two handwritten signatures in black ink. The first signature is 'Gerhard' and the second is 'Hans'.

Local is “lekker”

“A Boksburg café’s slap
chips

ain’t a

New York deli’s Hot Beef
on Rye”



Michael Jackson

Sabinet against the flow

- OCLC partnership
 - SA integrated into global library environment
 - Access to 50+ million titles
 - Hit rates: 70 to 90+ percent
 - International ILL: 0 to 800+ per month
 - Benefit from international research
- Pythia
- Sabinet Online

Productivity Change

2,23 / 2,37

1,49

2,13



“Profit isn’t dirty”

“According to an old dictionary, advantage or benefit – the excess of returns over expenditure (the pecuniary gain in a transaction or occupation) – is called **profit**.

Yet nowadays many think profit is a dirty word and few understand it as the source of all human growth and prosperity. Indeed, many may not envisage the purpose of life as the pursuit of pecuniary gain. Yet most of us prefer to acquire a certain amount of money.”

Dr Jim Harris, freelance researcher and writer

“Why do Intellectuals oppose Capitalism”

“By intellectuals, I do not mean all people of intelligence or of a certain level of education, but those who, in their vocation deal with ideas as expressed in words, thereby shaping the word flow others receive. These **wordsmiths** include poets, novelists, literary critics, newspaper and magazine journalists, and many professors.”

Robert Nozick, Philosopher

“The millionaire mind”

“Most of the millionaires I have interviewed do not have a superiority complex. On the contrary, they are more likely to have one or more components of inferiority in their self-image.

What do these self-deprecating millionaires have in common? During their formative years, some authority figure such as a teacher, parent, guidance counsellor, employer or aptitude-testing organisation told them: *You are not intellectually gifted.*”

The capitalism formula

Profit (P) = Income (I) – Expenditure (E)

Net benefit to organisation =

Total value derived by info users – Total cost
of the information

Profit relationship

Library 1: $P = I - E$

Library 2: $P = I - E$

etc

Info Vendor: $P = I - E$



Sabinet's contribution

$$P = I - E$$

$$220 = 242 - 22 \quad (\text{Sabinet's clients})$$

$$1,5 = 22 - 20,5 \quad (\text{Sabinet's slice of the cake})$$

?

Value



Cost of info

Are we partners ?