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SOLINET Personnel News

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to provide worldwide instruction on the Evergreen product.

Evergreen users will attend classes specially developed for them by SOLINET instructional staff. As the software changes and evolves, these classes will be updated to reflect those changes. SOLINET instructors will teach these classes using distance education software, giving the students the benefit of instructor-led classes without the expense and time of travel.

SOLINET Introduces Consortial Licensing Program

SOLINET has instituted a new program to benefit library consortia. The Consortial Licensing Program gives library consortia the opportunity to outsource their electronic resource licensing activities to SOLINET.

The program is open to anyone, not just consortial members of SOLINET or library consortia in the Southeast. The program is flexible, allowing customization based on each consortium's own needs and the needs of its members. Services available through the program include managing new offers, handling renewals, setting up a licensing program and administering the program. Specific activities include:

- Identifying member interests and needs
- Handling contract negotiations with vendors
- Creating and maintaining contact lists
- Billing and collecting payments
- Managing trials

To participate in the program or to get more information about it, please contact Ed McBride, SOLINET Chief Marketing

& Outreach Officer, at emcbride@solinet.net or Randy Bell, SOLINET Manager of Program Management & Development, at rbell@solinet.net. The phone number is 800-999-8558.

SOLINET PERSONNEL NEWS

Karen Brown Letarte Joins SOLINET's Reenergized Consulting Services Program

SOLINET is expanding its capabilities and adding new resources with the addition of Karen Brown Letarte as Consultant for Library Planning and Effectiveness.

Formerly serving as Head of Cataloging and Metadata at North Carolina State University Libraries, Ms. Letarte has more than twenty-five years of experience in the library field. Her areas of expertise include workflow analysis, library re-engineering, staff development and training, WorldCat Collection analysis, electronic resources management, fiscal management, collection development and acquisitions, and library diversity issues.

Other valued team members of the Consulting Services Program are Kate Nevins, Cal Shepard, Ed McBride, Heather Dray, Kate Vincent, Brenda Banks, Elaine Roegge and Kara McClurken. They provide expertise in consortia building, strategic planning, staff development, meeting facilitation, preservation issues, grant writing, citizen advocacy, ebook adoption, resource sharing, ILL workflow and other areas.

Elaine J. Roegge Joins SOLINET as Library Sales Consultant

Elaine J. Roegge has joined SOLINET as a Library Sales Consultant. She will report to Ed McBride in his newly created position as Chief Communication, Marketing and Outreach Officer. Roegge joins Rob Aaron and Kate Vincent on the Library Sales Consultant team. In this role, Ms. Roegge will consult with SOLINET members in Georgia, Florida, and Alabama regarding purchase of SOLINET products and services. Ms. Roegge will be based in South Florida.

Ms. Roegge comes to SOLINET from Roegge Life Coaching Services, where she was an Executive Life Coach, helping clients develop and achieve their personal and professional goals. As a Senior Account Executive at Thomson Gale (now called Cengage Learning), she surpassed her sales goal for five years and consistently demonstrated the ability to build client relationships, solve issues, and fulfill needs. Ms. Roegge led sales of print and electronic products for academic and public markets. She will draw on these professional experiences to help members make the most of their budget dollars by advising them on purchases of electronic resources and library products as well as guiding them to other SOLINET resources, including classes, preservation services, and consulting services.

Ms. Roegge has bachelors degrees in journalism and political science from Gonzaga University in Spokane, Wash.

Katharine Vincent Joins SOLINET as Library Sales Consultant

Katharine “Kate” Vincent has joined SOLINET as a Senior Library Services Consultant. She will report to Ed McBride. In this role, Ms. Vincent will consult with SOLINET members in Virginia, North Carolina, and South Carolina regarding purchase of SOLINET products and services. Ms. Vincent will be based in the Northern Virginia/Washington D.C. area.

Ms. Vincent comes to SOLINET from OCLC, where she was responsible for sales to large consortia, driving new business, and territory management. She was recently named OCLC’s top sales partner. As a Senior Sales Executive at Thomson Gale (now called Cengage Learning), she managed sales to public, federal, and academic libraries. Her products included online databases, published reference and eBook titles, and one-time archive product sales requiring in-depth product knowledge. She has regularly surpassed her sales goals, including achieving 137% of the annual goal by June 30, 2006. She has sold more than \$1 million in digital archives and was first in selling Gale eBooks in 2005. Ms. Vincent will draw on these professional experiences to help members make the most of their budget dollars by advising them on purchases of electronic resources and library products as well as guiding them to other SOLINET resources, including classes, preservation services, and consulting services.

Ms. Vincent has a bachelors degree in journalism from Point Park College in Pittsburgh.