

# 2020 ARLIS/NA Virtual Conference

*Preserve, Enhance, Reimagine*

Thursday, 30 July 2020

# Preserve

- **Trustworthy partner**
- **Subject expertise**
- **Reliability and solution-driven service**
- **Long-lasting customer relations**
- **Ability to supply ALL publications including those beyond the book trade**
- **Sustainable supply chain offering customised speed of delivery**



New Title Service

Approval Plans

Standing Orders

# Enhance

## Continuous enhancement and organic growth of our service portfolio

### New Title Service

- Publication screening from a vast array of international publishers and art galleries

### Approval Plans

- Books in hand selection for an ever growing number of art libraries

### Standing Orders

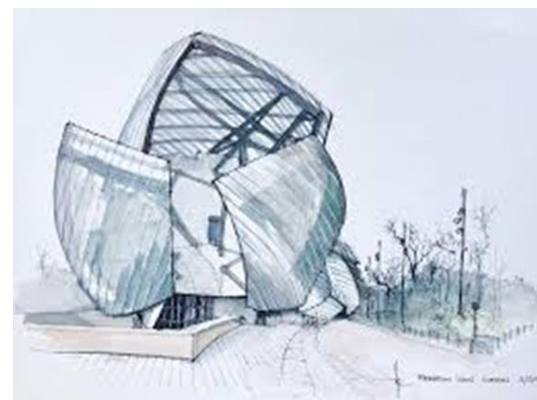
- Close monitoring of all subscriptions dealt with in Amsterdam and Paris

### Collection Development

- Build library collections from scratch
- Natural disaster relief



## RJKS MUSEUM



# The Corona Impact



## Lock down

- 2 alternating teams, on and off-site
- Deliveries from publishers continue
- As well as orders from customers
- Warehouse reaches capacity with majority of libraries closed

## Reopening

- 2nd half of May more and more libraries open their doors
- Workforce cautiously returns to their offices/libraries
- We are all busy adapting to the exceptional situation



# Reimagine – New Realities

## Libraries

- Online/Virtual library services
- Increased use of digital media
- Budget shift to digital
- Most likely severe budget cuts

Source: [A European library agenda for the post-Covid 19 age](#)

*ERASMUS*  
Amsterdam-Paris



European Bureau of Library, Information and Documentation Associations

## Erasmus

- Joint venture with Casalini
- Dedicated Digital Sales Manager
- Grow TORROSSA eBooks catalogue adding publications from
  - ✓ BeNeLux
  - ✓ France
  - ✓ Other countries



# Reimagine

## Questions

- How can we best support you?
  - ✓ Are there any additional services you would like us to provide?



**For any further questions please contact us:**

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