

Our Subscribers

3 Provinces



13,299 Beds Served
90% Hospitals Served

8 Government Agencies & Associations Served



198,488 Students Served
80% Academic Served

>25 Participating Subscribers

Year at a Glance

NEW SUBSCRIBERS



POTENTIAL SUBSCRIBERS

18 colleges & universities (20%)
4 health regions (10%)

NEW VENDORS



New Content

APA Psychiatry Premium Online | BMJ Complete | EBSCO eBooks |
Wolters Kluwer, Lippincott Springhouse Nursing Advisor & Procedures

Median Inflation Rates

2018/19	3%
2019/20 (projected)	3%

New Licensing Model

- To support Alberta Health Services' (AHS) evolving patient-centered health care delivery model and technology infrastructure, HKN negotiated agreements with publishers that will allow AHS to extend, to non-AHS employees, access to its library e-resources. This new model of licensing e-resources will be a first in Canada and entails both a redefinition of authorized users, and the development of a new tiered pricing model to account for the additional users.



Collaborative Licensing

To participate in discounted offerings HKN participated in the following Consortia Canada (ConCan) agreements:

- ♦ Joanna Briggs Institute (negotiated with COPPUL).
- ♦ Two-year, 2% increase on all American Psychological Association products.
- ♦ American Psychiatric Association Psychiatry Premium Online. Negotiated by ConCan.
- ♦ HKN played a leadership role in creating pricing tiers for the Canadian health sector.



New Agreements

HKN continues to develop new agreements with vendors and other consortia. In 2018, HKN added:

- ♦ Wolters Kluwer Lippincott Nursing Advisory & Procedures agreement for Alberta Health Services and Alberta's Primary Care Networks. Offer extended to all Prairie health and academic libraries.
- ♦ BMJ Complete. Offer expected to be extended across the Prairies once pricing grid is negotiated.
- ♦ American Psychiatry Association agreement with ConCan. Some COPPUL members moved to HKN as a result.
- ♦ Ovid Joanna Briggs Institute agreement with ConCan. Reduced cost of JBI to some existing members.



Marketing

HKN promotes its services via different channels. This year, HKN:

- ♦ Launched its updated HKN logo and phase I of the new HKN Website.
- ♦ Communicated selected language from license agreements to subscribers.
- ♦ Visited existing and potential subscribers in southern Alberta.
- ♦ Sent out offers resulting in two new subscribers; the University of Winnipeg and Brandon University.
- ♦ Began the history project for HKN's 25-year celebrations for launch in January 2019.
- ♦ Worked with the University of Manitoba to provide price quotes to Prairie Mountain Health Region. A decision is pending.



Conference News

- ♦ Focus at ICOLC continues to be on Open Access. Therefore, HKN suggested that ICOLC host a debate on barriers to OA in North America at Vancouver 2019 ICOLC meeting.
- ♦ Presented an update on the CC-Plus usage statistic project at the 2018 ICOLC meeting in London.
- ♦ Submitted proposal to CHLA 2019 for panel session on Canada's health consortia to celebrate HKN's 25 year anniversary.