

## Library Management System Solutions Options Appraisal

**Thomas Bell: Business Analyst** 

Date: 6th November 2023

# Stakeholders [initial stakeholder analysis]

## **RACI**

The following table is providing a summary of the stakeholder groups consulted

Responsible	Accountable	Consult	nform	Quality Assurance
"Responsible for the work	Accountable for the work	Consult regarding the work	Inform the work is taking place	Quality Assurance checks
Thomas Bell – Business Analyst	Hazel Smith – Sponsor – Head of Libraries	Charlotte Stolarski – Procurement Officer	Jo Ireland – Assistant Director Culture and Leisure	Jon Learoyd – Head of Architecture & Infrastructure
Mark Dixon - Solutions Architect		Abigail Burns – Project Manager	Alan Watson - BRM	
		Kendra Nell – Business Support Lesley Watkinson – Finance		
Matthew Graham – Assistant Architect		Helen Tumilty - Customer Services Channel Manager		
		Vincy Benedect – CST Finance		
		Jemma Gotts & Ian Smith – CST Craig Skelhorn-Digital Team		
		John Lewis – Information Security		
		Melanie Fowler – Library Manager – Service Delivery		
		Jenny Tyrer – E-Services Librarian Kevin Cowells – Technology Lead		
		Andrew Lambert – Technology Group Manager		
		Denise Robinson – Technology Lead		(
		Laura O'Brien – CST Product Owner		
		Matthew Robinson – Resilience and Emergencies		

## **Business Outcome Statement**

#### Who

Library Staff, Library Volunteers, Trustees and Customers

#### What

Libraries need a library management system that can carry out a wide range of capabilities including customer library transactions, maintaining a customer database, maintaining a bibliographic database and an online library catalogue and customer functionality. Linking to 3<sup>rd</sup> party suppliers such as the Library app, Self Service kiosks, OverDrive, Borrowbox, PatronPoint & ICON (finance system)

**Business Outcome Statement** 

#### When

The current Library Management System contract initially ran from 1st August 2015 until 31st July 2018. At which point consideration was given to award an additional two extensions of 2 years ending 31st July 2022, subject to budget availability and supplier performance. The contract was then extended by direct award 1st April 2022 – 31st March 2024 (inclusive) with the option to extend by one year therefore contract ends March 31<sup>st</sup> 2025. This needs to be in place before April 2025.

#### What are the success measures?

Libraries secure a contract with NYC Terms and Conditions allowing them to have a fully functioning library management system implemented which encapsulates the system requirements, cataloguing requirements, bibliographic services, whilst catering for Core, Hybrid, Community & Mobile libraries

A successful migration to a cloud only based solution & continued product support from supplier.



# **Business Outcomes**

Desired Outcome	Description/Measures
Implementing a new LMS solution	User Experience, usability, penetration testing and successful migration of data & users.
Solution is hosted and supported by the supplier with minimal internal IT intervention.	Minimal internal IT work as solution is completely cloud-based.
New contract put in place for a new LMS.	Supplier agrees to our NYC terms & conditions.
Staff and volunteers are adequately trained to use the software	Train the trainer is rolled out to a group of employees who will receive training from the chosen supplier. The internal trainers will train the rest of the library staff & volunteers.
A friendly and accessible user experience for staff, volunteers and customers	Customers, staff and volunteers can easily navigate around the system, and can use accessibility features if needed.
Getting the best value LMS for the allocated Library budget	Ensuring we have a user-friendly Library Management System which is within NYC Library budget.
To ensure sustainability and viability for the current service delivery model	A sustainable LMS with pathway to develop and upgrade services during contract.
Business Continuity and Disaster Recovery is in place	If the system goes offline, there's a back-up available to temporarily work offline until system access is restored. All suppliers at the Discovery

Days a promise in place to have LMS uptime above 99.5%

## Considerations

## PESTLE and Whole Life Costs (Current Solution):

Political	Economic	Social	Technology	Legal	Environmental
No external factors	No external factors	Customer facing service	Cloud Based Service	Providing a Library Service is a statutory requirement.	No external factors
				Data Protection Compliance	
				Contract Compliance	
				Procurement Process Compliance	

[Requirements will exist elsewhere so reference these as inputs, do not repeat list]

[Consider whole life costs of current solution – licences, Support & Maintenance, and internal support costs and risks]

## Not considered:

•[out of scope items] - N/A



# **Additional Consultation**

The following table is providing a summary of other persons consulted

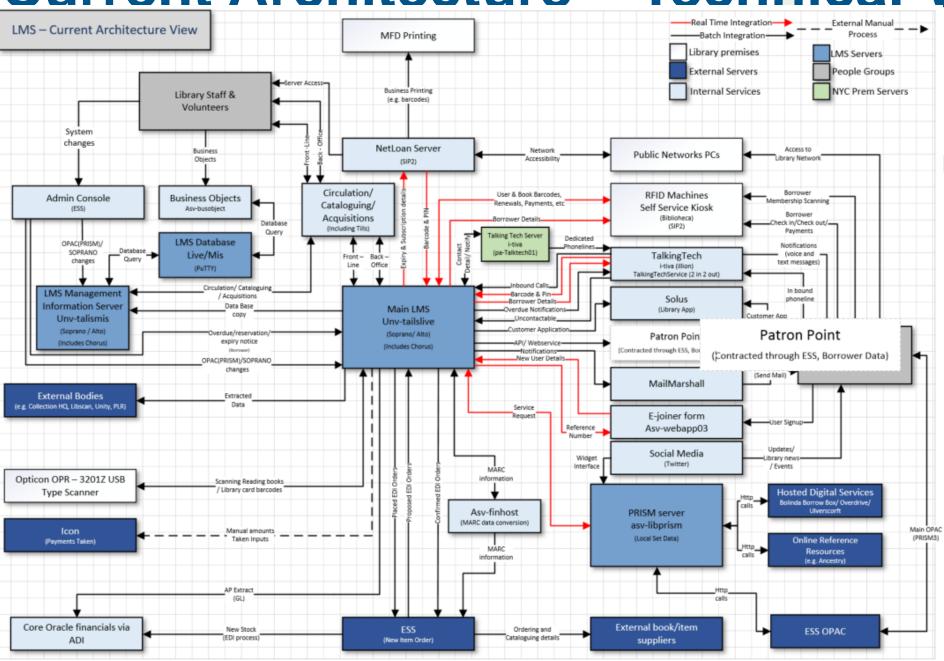
Who	Role	Why
Hazel Smith, Melanie Fowler	Library Managers	To understand the preferred solution, providing knowledge around the current Library Management System and understand current experience and future requirements of customers, employees & volunteers.
Mark Dixon	Solutions	Set out potential architecture and solution options.
Alan Watson	Business Relationship Manager	Provide an oversight, looking at resource need/ask.
John Lewis	Information Security	To understand if there are any issues from a Security POV. Raised there was an interest in data migration, integrity of data and how secure this was, getting reassurance from potential suppliers.
Charlotte Stolarski	Procurement Officer	Consulted the market, set up/ran Discovery Days and in the future – to run the open procurement.
Matthew Robinson	Emergency and Resilience Manager	Disaster Recovery/Business Continuity set-up.
David Kempen/Hannah Flynn	Data Governance	A DPIA is needed. The current contract states that you have to tell Education Software Solutions within 28 days of contract termination that you want your data migrated elsewhere. After 60 days of hearing nothing, our data is deleted. There's no price in the contract so unsure how much ESS charge.

# **Suppliers at Discovery Days**

The following table is providing a summary of external persons consulted

Supplier	System	Notes
Axiell ALM	Axiell Spark	Cloud Based. Quite traditional, icon based screen, user friendly.
Sirsi LTD	Symphony	Cloud Based. Biggest in the market.
Education Software Solutions	Soprano	Cloud Based. Current system. No data migration needed. No current roadmap for future development.
Civica UK	Spydus	Cloud Based. Customer interface very good. Widely used throughout authorities.
Innovative Interfaces	Polaris & Vega	Cloud Based. Impressive customer interface and staff tools. No current UK customers, but many customers abroad mostly in the US.
PTFS Europe	KOHA & Aspen	Open-source system, community led. Mostly smaller authorities that currently use the system.

# **Current Architecture – Technical View**



### Currently there is no integration between the current LMS and CIVICA ICON.

Double keying occurs when Acquisitions receive an email to say what money has been passed through. Finance put into Oracle, Library staff then receive an email to say it's been paid.

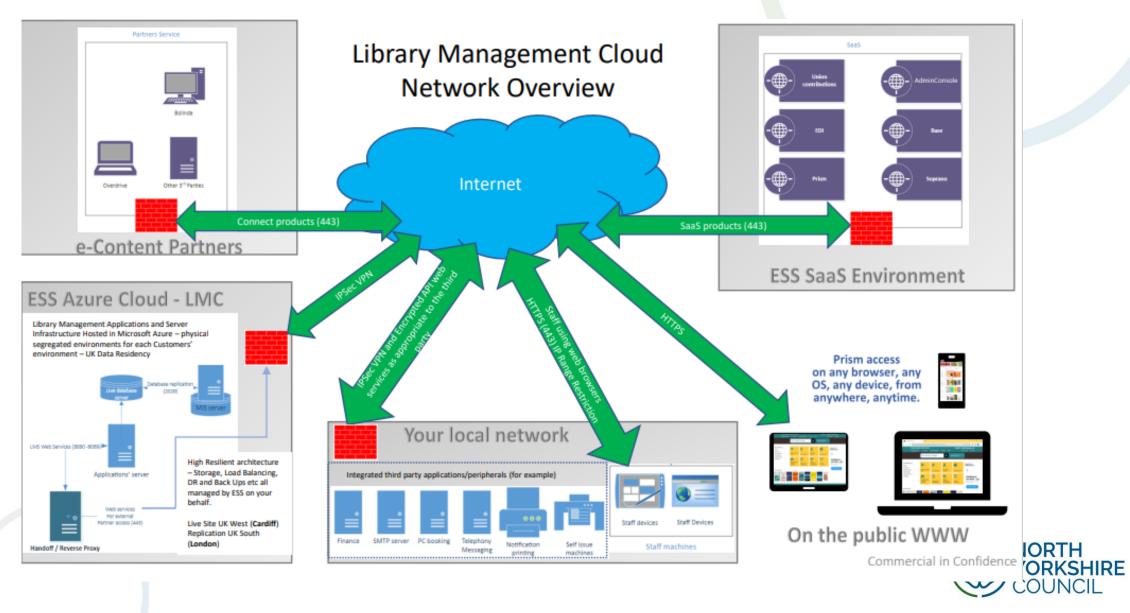
LMS and RFID Kiosks weekly takings in report form are matched up with actual takings and keyed into ICON.

LMS linking straight into ICON would save doublekeying and a lot of time for Core & Hybrid card payments.

Cash payments would need looking into during integration.



## **Current Architecture – Network Overview**



# **Business View Slides**

<u>Library SCAM Matrix Template V0.2.xlsx (sharepoint.com)</u>





**Functional Requirements** 

(please list for this use case) What the system does

**Non Functional Requirements** 

(please list for this use case) How the system performs/operates

### **Service Development**

SI- IC	Service Pricing Management	Service Management	Knowledge Management
		Works Order Management	Research Management
		The ability to confirm proposed orders in bulk back to 3rd party suppliers via the LMS gateway  The ability to cancel the whole or part of an order on the LMS	
	The ability to set different fines dependant on borrow types		The ability to select which catalogue fields are displayed in catalogue search results (for public and staff catalogues)

### **Customer Management**

### **Customer Engagement**

Channel Management	Customer Data Capture		Customer Validation	Customer Account Management
Customer Self Service (e.g Forms)	Customer Address Capture	Contact Preferences	Service Eligibility Management	customer Account Management
Ability to use the Library Management System from home  Ability to use the Library catalogue from a mobile responsive design  The ability for account details to show up current loans, loan history, active reservations, contact method and contact preferences (ie opt in or opt out of marketing notifications), notifications already sent, any charges owing.  The ability for the system to be accessible 24/7 from anywhere  The ability for customer to join online (is an option on the library catalogue home-screen)		The ability for the LMS to generate and deliver standard notifications via customers preferred delivery method e.g overdues, reservations waiting etc		The ability to link to ICON which processes in- person card payments. Fines, replacement costs, recalls & loans and link to customer accounts.
The ability to have user forums - online user forums where customer from suppliers can share ideas, ask questions, user group meetings.  (Currently have an email forum)  The ability to create and save personal book lists  The ability to have an A-Z menu for searching all North Yorkshire Council Services	The ability to locate addresses via postcode (currently file of North Yorkshire postcodes uploaded to LMS quarterly)		The ability to validate borrower barcode numbers and item barcode numbers  The ability to authenticate age of consent for different borrower types being able to borrow particular item types (eg DVDs)  The ability for customer to view different borrower catalogues based on their date of birth (Over 18 Adult only section)	-

Collaboration			Customer Request Management	Operational Governance	Operational Planning	
External Collaboratio	n	Service Request Management	Fulfilment N	<b>flanagement</b>		Service Operational Resilience
Organisation to Organisa	ation	Request Management	Outcome Management	Referral Management	Audit Management	Operational Rusiness Continuity
Collaboration		Request Management	Confirmation (notification) of Outcome Management	Signposting		Operational Business Continuity
The ability to receive quotes(propose from 3rd party suppliers through the gateway.		The ability to set borrower expiry dates automatically when a new borrower record is created.	The ability for the LMS to generate and deliver standard notifications via customers preferred delivery method e.g overdue, reservations waiting etc		The ability to pass audit by Veritau every 3 years  The ability to check the history of editing (operator & date)	The ability to operate offline and download all transactions automatically when the system is back online, and to provide access to transactions which are unable to download automatically for items with exceptions (eg reservations for returned items.)
				The option to add links to other resources and for customers to login to their library account  The ability to have a catalogue home page which needs to be able to display links to other library resources e.g digital catalogue, online ref resources, new additions, links to useful websites, links to social media  The ability for E-book catalogue records to have active links to the E-book on the supplier's website/app		

### **Technology Management**

Device Management		Systems Management		
Device Maintenance	Customa Tastina	System Development		
Mobile device management	Systems Testing	System Configuration	Integration Development	
Ability to use the Library catalogue from a mobile - responsive design	The ability to have a test environment which is a replica of the live environment (currently test environment is copy of previous day's live data (would ideally like to maintain this system)	The ability to stack up several catalogue/borrower/item records in tabs  The ability to add to any of the system parameters - Example of this is a new borrower type	Ability to link to social media on Prism (such as a X feed)  The ability to connect to 3rd party products/suppliers and where necessary link so that borrowers can be verified, reservations placed, items renewed.  The ability to export files of data via scripts set up and automatically run on regular basis (eg monthly) to Unity, Nielson, CollHQ, (Book trade, send files of data to them) how much books are used & Patron Point.  The ability to import EDI invoices from 3rd party suppliers through the LMS gateway  The ability to link with Patron Point to find out who has opted into emails.  Ability to use LMS from a tablet - staff & volunteers	
		The ability to have the option to display cover images (currently images show in Soprano but not in Alto. But no option to choose whether or not they display.)	The ability to EDI, fulfilling orders, what items supplied.	

### The ability to assign a replacement barcode to an item & customer, and to transfer all The ability to run reports without transaction data across impacting LMS performance The ability to read 14 digit borrower The ability to create own/bespoke barcodes, including a combination of reports and export in a variety of numbers and letters formats (including MS Excel) The ability to provide details for titles which have not had a full The ability to input "dead days" for specific catalogue record supplied as part of libraries (when libraries are closed) to push quotes/EDI back or bring forward return dates to ensure correct fines are charged.

Proactive Communication Management	Information Advice and Guidance		Customer Purchase Management		Income Management	
Notifications Management			Invoice Management			
Notifications Management			Discount Management Contract Invoice Splitting (Periodic)		Income Collections	
Ability to create/amend notifications to	he ability to contact support/helpdesk via phone or support portal, including FAQ'S/Knowledge articles  The ability to add temporary messages to the ratalogue homepage (e.g. notice of maintenance work etc)	The a	bility to waive customer charges on an ad hoc basis	The abilit	y for customer to have subscriptions fo Ds (one charge a year) Netloan linking t LMS ty to pass invoices through for payment LMS - links to NYC financials (Oracle) - or book orders for the new library stock	The ability to link to ICON which processes in- person card payments. Fines, replacement costs, t recalls & loans and link to customer accounts.
						The ability to log cash and card payments taken in-person

Operational Security Management		Assets Management		Marketing Management
Information Secu	rity Management	Wider Assets	Management	Marketing Operations Management
Systems Access Security Management	Data Access Security Management	Inventory/Logistics Management	Asset Lifecycle Management	Campaign Management
Systems Access Security Management	Data Access Security Management	Inventory/Logistics Management	Asset Lifetytie Management	Promotion Marketing Management
The ability to set user permissions to different levels  The ability to login to account via Library card number and pin  The ability for customer to change their pin and update contact details and contact preferences  The ability to prevent access when logging in if a certain number of tries is reached	The ability to have authority controls for authors	The ability to warn if book is already in stock to prevent duplicate records  The ability to look up an item with an European Article Number (EAN)  The ability to assign stock to different libraries - dynamic stock  The ability to receipt and pay multiple copies, individual copies and part orders on the LMS - Book orders for new library stock (part of the Acquisitions process)	The ability to process return of damaged, incorrect or unwanted items  The ability to issue items to customers  The ability to track where items/assets have been  The ability to un-Receipt items on the LMS - This is for the book acquisitions process and is used to change the status of an item (book) back to "order sent" from "in stock." (This can happen for a variety of reasons.)	
Generic and individual logins and the ability to change own passwords/pins and to have concurrent logins The ability to locally reset passwords		The ability to locally amend dynamic stock settings (e.g excluded item types/sites/kiosk settings) The ability to have a validation check on ISBN (International Standard Book Number)		The ability to display a small selection of topical book covers on the catalogue homepage

# **Rejected Options**

Option	Reason Rejected
Regional Consortium – (teaming up with Yorkshire & Humber authorities to have a joint LMS solution)	Timescales are too tight. We need to ensure we have enough time for implementation given the large number of staff and volunteers who need training and our service delivery model.
G-Cloud 13, CCS & ESPO Frameworks	Not all suppliers at the Discovery Days were on each Framework. ESPO – tight timescales, not been renewed.
Re-use a system we already use at County Hall	No current existing system available.
Build our own bespoke system	Not enough time or resource to create a system which will hit our must have capabilities. Re-use, buy, build.



### **Preferred Option – Procure New System**

# Option Summary

• Full Procurement of cloud-based solution, above threshold to the Open Market.

# Positive Factors

- •Ability to choose between multiple suppliers.
- •Design own terms & conditions
- Have own specification and adapt as required.
- •Choose length of contract to suit NYC.
- •Inclusive of all interested suppliers to return best value.
- •Opportunity to improve and develop future services (e.g. customer engagement)
- •Opportunity to integrate functions and reduce need for third party suppliers
- •Solution is completely cloud-based (greater supplier choice)
- •Adequate training is important and offered by all suppliers.
- •Reducing on-prem footprint
- •Ability to data cleanse during migration

### Notable Neutral Factors

•All suppliers at the Discovery Days offered similar solutions.

### Negative Factors

- •Potential push-back on NYC terms & conditions.
- Procurement exercise is a longer process.

#### Business Impact (People & Process)

- •Training the trainer days from suppliers, leaving the trainers to train internal employees and volunteers separately.
- Resource to train the employees & volunteers.
- Resource from CST
- •Small amount of resource from IT

#### **Procurement**

Gateway & Key decision

#### Financial Impact

- •Packages vary in price dependant on capabilities
- •Data migration (stock records, catalogue, customer records)
- •Training the trainer costs and internal training.
- •Re-establish connections to integrate with Public Network PC's & Kiosks.
- •Integration with supplier/Power BI & ICON/Oracle reporting package, dashboard to look at budgets. Civica ICON Income Management System money received is processed into ledger.

### Technical Impact

- Support data migration
- Technical resource to re-establish connections and integrations with BI, Kiosks & Civica ICON/ORACLE
- Ensuring all 3<sup>rd</sup> party suppliers are linked up and working (E-resources, BorrowBox)
- Reducing on-prem footprint

### **Retain & Improve Option – Education Solutions Software**

Option Summary

• Retain current supplier

Positive **Factors** 

- •Low cost of change
- Reduced support cost
- •No training of staff is needed
- •Integration is already partially in place
- •Cheaper than previous contract annual fee.

Business **Impact** (People & Process)

•Low impact to change

**Procurement** 

- Procurement would need to find a Direct to Award route
- •Go through Gateway

Notable Neutral **Factors** 

**Negative** 

**Factors** 

- •Fulfilment of contract some issues regarding system performance
- •No roadmap for future developments
- •Risks to challenge from other suppliers
- •Loss of opportunity to develop and improve services (e.g. customer engagement) and integrate functions currently provided by third party suppliers
- •Currently hybrid (on prem & cloud) solution

Financial Impact

• New proposed annual fee is lower than current contract with Education Software Solutions

Technical **Impact** 

None anticipated



#### Executive Summary – Recommended Option

### **Recommendation** | Full Procurement of cloud-based solution, above threshold to the Open Market

#### Benefits

- · Ability to choose between multiple suppliers.
- Design own terms & conditions
- Have own specification and adapt as required.
- · Choose length of contract to suit NYC.
- Inclusive of all interested suppliers to return best value.
- Opportunity to improve and develop services (customer engagement)
- Solution is completely cloud-based (greater supplier choice)
- Adequate training is important and offered by all suppliers.
- Reducing on-prem footprint
- Option to cleanse data

#### Risks

- Push-back from suppliers with NYC's Terms and Conditions.
- Insufficient time to implement a new solution
- · Data Migration isn't smooth or secure.
- Amount of time to train internal staff & volunteers.
- Education Software Solutions will charge a fee (price isn't mentioned in contract) to transfer data across to new supplier. Have to let ESS know within a 28 day period as data will be deleted after 60 days. This could potentially be done in-house is an option if NYC have the resource, knowledge and permissions. Around 90% of LMS purchasers pay their previous supplier to format the data and send to the new supplier.
- Integration with Supplier BI (if applicable, BI change needed if the supplier chosen isn't CIVICA)

### Assumptions

- Suppliers sign up to NYC's Terms and Conditions.
- Data Migration runs smoothly and securely. retention period for financial data acquired is 7 years.
- Sufficient interest from suppliers
- Resource from relevant teams is available (large input from internal Finance department as well as other teams)
- Library Team have capacity to deliver.

#### Issues

Limited time to implement a new solution (Supplier varied from 6-12 months)



**Dependencies** 

Technical Finance linking up with LMS.

- CST, Developers, Procurement, Training & Learning, Solutions.
- Library Team have capacity to deliver.
- LMS audit



# **DR/BC Arrangements**

## Include SLAs if known

### **Business Continuity –**

Ability to continue business while offline from all libraries, including the mobile.

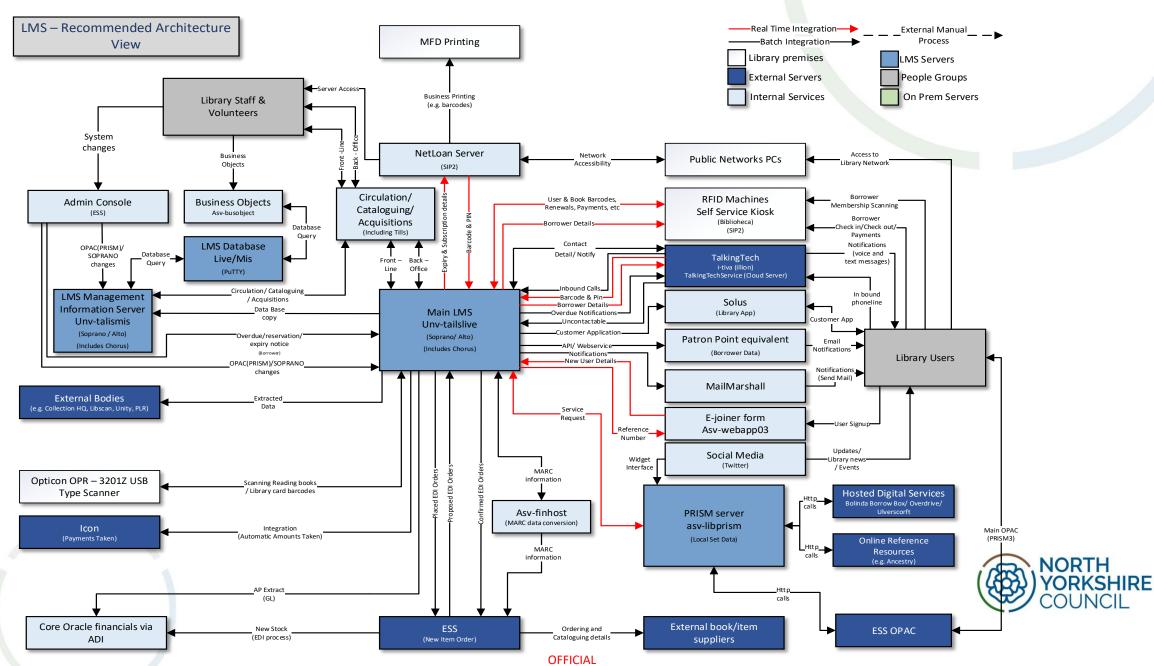
- NYC corporate business continuity plan was signed off by Management Board in March 2023, which
  identified corporate and critical activities.
- Business Continuity Policy There's a corporate risk group where directorate business continuity, business impact analysis, incident management plans are discussed.
- Existing critical activities and critical applications are on pre-vesting day Business Continuity Plan, this
  documentation will be updated during the next annual cycle.
- Business Continuity Plan will need updating by Head of Service w/support from Resilience & Emergencies team.
- Business Continuity is Libraries responsibility as Libraries is a non-time critical service, therefore liaising with Supplier will have to occur.
- The current Business Continuity solution will be adopted for any new supplier.

### Disaster Recovery -

- Externally hosted system.
- Wouldn't be affected by a NYC cyber attack.
- Supplier's responsibility to react and recover any lost data.
- Suppliers guarantee at least a 99.5% system uptime.



## Recommended Architecture - Solutions View



# Implementation Support

<b>Support Required</b>	Why	Estimated Days	
Supplier	Data Migration.	9 months - (whole of implementation)	
Information Technology UCS/CIA/EUC	Ensure connections are aligned and working. Potential removal of on- prem server (talking tech). Ensure configuration is completed	8-12 days	
CST - Community & Social Care	Heavy involvement with implementation, migration, supporting & maintaining the system.	9 months (whole of implementation) – 60-90 days work	
CST – Finance	Align Finance system (Oracle) and Income Management System (ICON) connection with LMS solution.	25 days	
Finance	Understanding whether there is a new avenue for payment.	5 days	
Business Support Exchequer	Testing supplier payments and ICON income processes w/support from CST Finance.	10 days	
Communications	Update wording, guidance and links on the Intranet/Internet	10 days	
Library Managers	Heavy involvement with the project and implementation of the solution, testing and cascading communications down to library staff & volunteers.	9 months	
Library Trainers	Train the Trainer sessions	2-3 days	
All Library Staff and Volunteers	Trainers train remainder of staff/volunteers	40 days	
Project Manager	Managing the project, ensuring deadlines are been hit and all work that is needed to be carried out, is done so.	9 months – (whole of implementation) 60-90 days	
Category Procurement Officer	Liaise with Legal to work up Terms and Conditions, and ensure the contract is signed by the supplier.	2 weeks	
Legal	Work up Terms and Conditions w/Procurement & Service Area and making any amendments if needed.	Up to 4 weeks	

# Implementation Support -Continued

Support Required	Why	Estimated Days
Digital UX	Creation of standard templates and configuration	8 days
Development Team	Ensure that any integrations are understood and resource available to complete	30 days



# **On-going Support**

Support Required	Why	Estimated Days (Internal Only)
E-Services Librarian	If any issues occur on LMS, E-Services Librarian is contacted to be made aware of issues. (e.g order hasn't processed properly, reports showing errors)	Log in daily and when supplier contacts or vice versa.
Information Technology	Liaise with supplier to ensure infrastructure is working.	Weekly
CST - CST - Community & Social Care	User maintenance, upgrades, BAU, support tasks, incident management.	Daily
Supplier	Very frequent checks to ensure system is online and working correctly. If an error occurs for any reason E-Services Librarian is notified.	Every minute
Business Support Exchequer	Process Library payments	Daily



# **Total Cost of Ownership**

## High level TCO estimates

Item	Cost During Contract Lifespan
Licences	N/A
Software costs	N/A
Hardware costs	N/A
Infrastructure costs	Removal of on-premise server – Talking Tech service (pa-talktech01) 4 dedicated phone lines, two inbound and two outbound. (Software called iTiva) £0.
Implementation costs	£20,000 - £55,000
Training costs	Included in the price of implementation, however internal trainers will need to train Library Staff & Volunteers. Estimated 40 days to complete training.
External support costs	£33,000 - £70,000
Internal support costs	On-going support mentioned in previous slide
Hosting costs (Internal/External)	External hosting costs included in Annual costs (next slide)



# Implementation & Annual Costs

Supplier	Implementation Cost	Annual Costs	Time to implement	Length of Contract
Civica UK	£40,000.00	£70,000.00	6 months	5 years
SirsiDynix	£30,000.00	£59,113.33	6 months	5 years
Education Software Solutions	£0.00	£46,050.00	1-2 months	3 years
PTSF Europe	£55,000	£38,000	9-12 months	5 years
Axiell ALM	£20,000	£33,000	8-12 months	5 years
Innovative Interfaces Incorporated	£40,000	£35,000	9 months	3 years



# **Next Steps**

Approve the recommended solution to open market, implement a new solution (migrate users, set up the Library catalogue, conduct training for employees & volunteers)

Complete a DPIA to systematically and comprehensively document and analyse any personal information processing related to the LMS, whilst identifying and minimising any data protection risks.

