ELNET and Innovative
a 10 year partnership

Graham Woodruff
Customer Sales Consultant
Innovative Interfaces Inc.
Agenda

✓ Who is Innovative Interfaces?
✓ Development Overview
  – Worldwide Trends In Technology
  – Worldwide Trends in Service
Who are we?

• Started in 1978 –
• Privately held – single ownership since the start
• **NO** outside investors or venture capitalists
• 27 years of profitability
• Financially healthy – annual revenue US$70M / year
• Owned and managed by a team of Librarians
• Dedicated to Library Automation
Executive Team

Jerry Kline, Founder
Chairman & CEO
1978

James Hofbauer
Executive V.P./C.F.O.
1999

Sandra Westall
Senior V.P. Library Service
1982

Martha McEvoy
Senior V.P. Product Development
1988

Neil Block
V.P. Worldwide Sales
1988

Betsy Graham
V.P. Product Management
1982

Mary Chevreau
V.P. North American Customer Sales
1996

Maryvonne Enjolras
V.P. of Sales for Europe, Africa, & the Middle East
1997

Aaron Blazer
V.P. Asia-Pacific Sales
1990

Doug Randall
V.P. Product Technology
1985

Gene Shimshock
V.P. Marketing
2004
Continuous Product Evolution

<table>
<thead>
<tr>
<th>Year</th>
<th>Features</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>Digital Repository Manager, FRBR Support, Wireless Workstation, Inventory Express</td>
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<tr>
<td>2004</td>
<td>Ecommerce, Web Services, External Patron Verification, Mobile Collections</td>
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<tr>
<td>2003</td>
<td>Metadata Builder, Graphical Self Check</td>
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<tr>
<td>2002</td>
<td>Electronic Resource Management, XML Server</td>
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<tr>
<td>2001</td>
<td>MetaFind, WebBridge, Wireless OPAC, XML Harvester</td>
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<tr>
<td>2000</td>
<td>Consortium Management Development, ASRS Interface</td>
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<tr>
<td>1999</td>
<td>Millennium Serials, Acquisitions, Cataloging, and Oracle Development</td>
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<tr>
<td>1998</td>
<td>Millennium Circulation</td>
</tr>
<tr>
<td>1997</td>
<td>Millennium Management Reports</td>
</tr>
<tr>
<td>1995</td>
<td>Millennium Product Announcement</td>
</tr>
<tr>
<td>1993</td>
<td>Web OPAC, INN-Reach Resource Sharing</td>
</tr>
<tr>
<td>1991</td>
<td>Z39.50</td>
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<tr>
<td>1989</td>
<td>Materials Bookings, CJK &amp; Email Module</td>
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<tr>
<td>1987</td>
<td>Circulation Module</td>
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<tr>
<td>1985</td>
<td>OPAC</td>
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<tr>
<td>1983</td>
<td>Serials Control Module</td>
</tr>
<tr>
<td>1981</td>
<td>Acquisitions Module</td>
</tr>
<tr>
<td>1979</td>
<td>OCLC Interface</td>
</tr>
</tbody>
</table>
Our Position

✓ Nearly 1,300 systems worldwide
✓ Over 1400 academic libraries
✓ Over 3300 public libraries
✓ 20 INN-Reach systems (expanded resource-sharing)
✓ Many of libraries are members of an INN-Reach system
INN-Reach Systems
INN-Reach now serves thousands of libraries

INNOVATIVE interfaces
How did we do last year?

107 new Millennium systems sold

Innovative ranked #1 in new name sales

12 new countries added to the map

NO Millennium systems lost to competitors

(PRICELESS!)
“More than just about any other company, Innovative Interfaces focuses its efforts on the development and marketing of its Millennium ILS”

Source: Reshuffling the Deck, by Marshall Breeding — April 1, 2006
Current Trends in Technology
General technology trends worldwide

✓ XML
  - XML stored - Metadata Builder
  - XML served - XML Server
  - XML harvested – XML Harvester

✓ Web Services
  - Dynamic patron database update
  - Direct vendor inventory

✓ Wireless Applications
  - AirPAC
  - Wireless Circulation
  - Wireless Inventory Control
  - SMS Messaging

✓ Digital Repositories
  - Symposia following Release 2006
General service trends worldwide

✓ **Self Service**
  - Credit Card Payments (E-commerce)
  - Patron Self Registration
  - Patron Program Registration
  - Self Checkout
    * Using SIP2 and 3rd party hardware
    * Graphical Patron Self-Checkout
    * SMS messages for circulation notices

✓ **Others:**
  - RSS Feeds
  - Single Sign On (SSO) technologies
Trends in Library Automation

✓ Federated Search
  - Research Pro

✓ Open URL Discovery
  - Web Bridge, Pathfinder Pro

✓ Electronic Resources
  - ERM
  - CASE
It’s all right here:

- Relevance-ranked catalog search results
- Best Bet Suggestions
- Community tagging
- Smart Linking™ link resolution
- Federated Search Results
- Faceted searching by materials and other elements
It's all right here!
“It’s all right here!”
"It's all right here!"
Faceted Search
With A Difference

“It’s all right here!
Faceted results for additional searches

“It’s all right here!”
Federated-search integration

“It’s all right here!”
Smart Linking™ for library-suggested resources

"It's all right here!"
ENCORE

- Brings content, community, and discovery together
- Transforms user experience
- Rich and simple to use
- Employs latest Web technologies
- Maintainable without constant systems effort
- Delivered by Innovative, the company that comes through for libraries.

“It’s all right here!”
Thank You.....