

The Tender Trap – Perceptions of Collaborations and Partnerships in the Context of Library Technology

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Contents of my talk

- Greetings from Turku, Finland!
- **Public-Private Partnerships and Collaborations in the Context of Library Technology**
– A Study in Denmark 2023–2024
- From the tender trap to designated co-exploration



Image created using MS Copilot. Prompt: A colorful 1950s movie poster with a man and woman in the front, cheek to cheek, watching towards the viewer, hugging each other like at the end of a lovely dance. In the background, silhouettes or outlines of single ladies and gentlemen, looking either towards the viewer or to the dancing couple. Drawings of modern laptop and desktop computers, at least 10 of them, around the main theme. The title of the movie is The Tender Trap, placed below the dancing couple, horizontally centered to the poster.

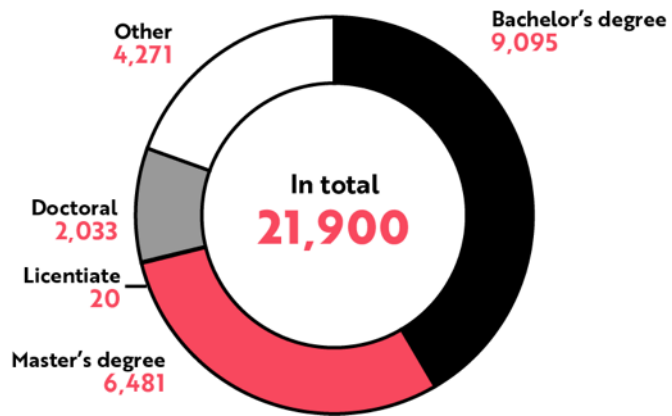
**From the tender trap to
designated co-exploration**

University of Turku



Campus close to the city centre

Students 2023:



Staff 2023: **3,537 FTE**

Staff and students from over 100 countries



Photos: The University of Turku, 2023, 2024



Library for the multidisciplinary academic community and citizens

Public-Private Partnerships and Collaborations in the Context of Library Technology



<https://libereurope.eu/document/dfu-liber-report/>

Study in Denmark 2023–2024

Commissioners:



DFFU – The Danish
Research Library Association



LIBER – Ligue des
Bibliothèques Européennes de
Recherche

Agent:



ALEXANDRA
INSTITUTE

Library
&
technology
?



Balanced and predictable relationships

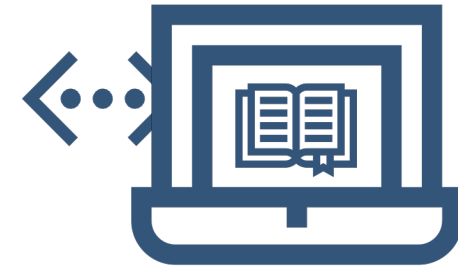


Research libraries in Denmark

- The National Library
- University and University College libraries
- Smaller research or educational libraries




Best practice:
public funding



Library technology providers

- Established companies
- New start-ups
- In-house development

Differing perceptions of the relationship



***We do not sell –
we engage and build
relations.***

***We see libraries as
partners, friends and
community members.***

VS



***What do you mean by
partnerships? It's all
commercial relationships.***

Recommendations of the study

- Strategic partnership development — on both sides
- Collaboration assessment — with co-defined criteria
- Overcome collaboration barriers
- Foster libraries' role in open-source and open-access
- Library associations as balancing stakeholders
- Indicators for successful and sustainable partnerships and collaborations

**From the tender trap to
designated co-exploration**

Image created using MS Copilot.
Prompt: A 1950's movie poster, where a man and a woman of the same height walk hand in hand to the sunset. The woman waves her hand to a small group of people, both men and women. There are more small groups in the distance. On the ground, there are several laptops and computers, drawn in a cartoon style. The title of the movie is The Tender Trap.





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