

Michele Gaca, Regional Sales Manager ViC, SA, TAS,ACT, EBSCO Information Services Australia

Michele has been a practicing librarian for over 30 years holding a number of roles responsible for the management of library and affiliated services, in all tiers of government, in academic and special libraries, in both the public and corporate sectors. Michele joined EBSCO in July 2007 where she is based in the Melbourne office and responsible for all sales and customers in her region. Prior to this position Michele worked in the IT industry more recently as Manager, Sales Operations for Endeavor (Voyager) / Ex Libris (SFX, Metalib and DigiTool).

Michele has been a member of the ALIA for 30+ years and involved in the Acquisitions Section since the early 1980's. Michele was the State/National Treasurer and "Acquisitions" newsletter editor (with support from Jenni Jeremy) between 1990 - 1992 taking over from Derek Whitehead and handing on to Vicki Nicholson with whom she now works with at EBSCO - proving that ALIA Acquisitions is a small and dedicated community.

mgaca@ebSCO.com www.ebSCO.com/australia

Abstract - Ebsco Information Service Australia - Michele Gaca

Ebsco are transformers in the change continuum who minimize risks

Transformed to business analysis:

- Finance
- Management
- Brand
- Market share
- Presence
- Synergies
- Benefits

Web 2.0 is moving ahead very quickly:

Blogs/wikis
Virtualization
RSS feeds
Twitter
Cloud/social computing

Technology enabling our ability to manage the content life cycle

- Acquire
- Access
- Administer
- Support
- Evaluate
- Renew

Podcasts are a new phenomenon.