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January 25, 1996

Marvin Bailey
Vice President
Ameritech
240 N. Meridan St., Room 1829
Indianapolis, Indiana 46203

Dear Marvin:

I'm writing early in the new year, since you had suggested that we touch base in January and because I remain highly interested in a partnering arrangement that could be mutually beneficial. When last we met, we had identified two separate but related opportunities for such partnering:

1. Developing a model for transitioning into the next generation of systems, and
2. Helping to determine what the future system will be for large multi-type library consortia which serve as the information base for a geographical area.

Since you were here, Bill Easton did meet with the online project managers from our consortium libraries. The meeting went quite well in terms of briefing key players as to current thinking and plans at NOTIS, and he laid the basis for planning a transition to the next system.

What remains in question is whether a way can be established for Wayne State University and DALNET consortium representatives to work with NOTIS and Ameritech to help shape future systems. If not, it would be difficult for me to see any advantage to partnering to develop a migration path for large consortia when we wouldn't be sure that we would be ending up where we want to be. The only areas of migration planning that would serve us regardless of system choice is telecommunications network design. DALNET

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needs to move quickly from its private SNA network to an Ethernet network with Internet connectivity and would welcome immediate assistance from Ameritech in this effort. Might not this be a good first step for partnering?

We believe that multi-type library consortia that serve as the information base for cities and regions will be a major growth area in the future for some vendors. We believe that DALNET and Detroit provide an ideal testing site for developing an online information system to meet that market. For obvious reasons we would prefer Ameritech to provide that system.

Questions remain, however, as to whether Ameritech is interested in supporting more than migration planning, whether it is interested in system development to meet the needs of multi-type consortia, and whether it is interested in establishing a partnership with us to make it happen. If so, then I would suggest that we need to determine how our partnership will work.

I look forward to hearing from you. Meanwhile, I hope the recent holidays were joy filled ones for you and that 1996 will contain many blessings for you.

Cordially,



Patricia Senn Breivik
Dean, University Libraries

PSB/rf

p.s. I just returned from the midwinter meeting of the American Library Association and Ameritech certainly has a strong presence there!