

Having trouble reading this newsletter? Click here to see it in your browser.  
You are receiving this newsletter because you signed up from our web site. Click here to unsubscribe.



### **Welcome to Issue 8 of "Evidence"**

January kicked in with a bang and we have been busy on all fronts, with new customers, new implementations and new product developments.

We would be delighted to arrange an **on-site demonstration** of the latest version of smartsm - anywhere in UK or Ireland at short notice. If you have budget to spend - but no time to implement smartsm immediately - **don't worry !** We are very flexible in terms of implementation and can defer implementation to a future date, to suit you as required. Your **subscription to smartsm starts** from the date you GO LIVE- **NOT** the date of payment.

Our website **Download Area** has been updated and it is even now even easier to find all the downloadable documentation (product datasheets, presentations, press releases, past newsletters etc) all in one place.

To explore these for yourself click >> [HERE](#)

Our **smartsm Benefits Calculator** has proved extremely popular. For those of you who want to see exactly what EBSM and smartsm can do within your Library Service - you can find the smartsm Benefits Calculator >> [HERE](#)



### **customer news**

#### **Latest customers**

This month, we are delighted to welcome **Wolverhampton Libraries** as customers.

**Karen Lees Johnson, City Librarian, Wolverhampton Libraries** commented "smartsm will enable us to make the best use of our stock, ensuring that it is in the right location to meet our users needs. We are looking forward to working with the smartsm team and are confident that this will help to increase our issue figures and boost our user experience."

**Ian Downie, Commercial Manager, Bridgeall Libraries** said "Following our record month in December, we are extremely pleased that Wolverhampton Libraries have decided to join our rapidly growing customer base and improve their performance using smartsm. We continue to see strong interest in smartsm, with over 30 UK public authorities have requested demonstrations for their library management teams over the next couple of months."

#### **EBSM Forum**

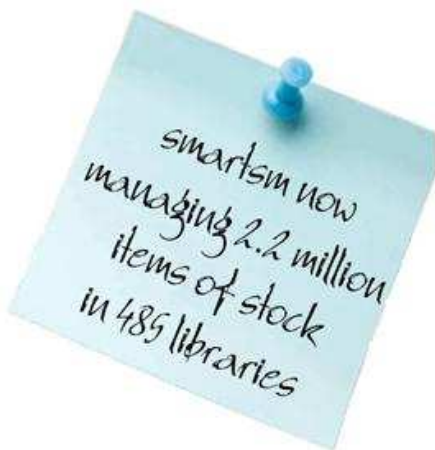
We have now set up an EBSM Forum on JISCmail, which will allow customers and non-customers to share experiences of both EBSM and smartsm online and discuss tactics as to how to get the most out of the product.

To join the list please click >> [HERE](#)

#### **Latest smartsm Case Study available**

We have recently released a case study on the work that John Lane and his team down in **Poole Libraries** have been undertaking using smartsm.

*This case study, which makes interesting reading, is available on our website and can be downloaded from >> [HERE](#)*



- » customer news
- » product news
- » events



### **Pass it on**

Know anyone who might be interested in our newsletter? Forward this email to up to 5 friends.



### **Add us!**

To make sure you receive future emails, please add **evidence@smartsm.com** to your address book.





## product news

We are delighted to announce that **version 1.10** of smartsm was released earlier this week.

All of our customers can now create **"RFID enabled" Action Plans** for the entire smartsm toolset. smartsm has been upgraded to manage the file formats required for the following RFID vendors handheld, stock management solutions: - **3M, Intellident, D-Tech and 2CQR** - and customers will be able to select any of these options as the default for their Library Service and run the Action Plans at branch level.

Press release available >> [HERE](#)

The latest release also includes a brand new **Marketing module**. This consists of the existing Experimental Purchase module which is now accompanied by a new Experimental Placement module and a new Charts module.

Experimental Placement gives our customers the ability to record individual stock promotion campaigns (i.e. where stock is moved to a new location for promotion) and monitor the effectiveness of the exercise over any time period. This could be used by a library service for example where it wishes to experiment with highlighting stock in special displays, moving books to more prominent positions in the library, or even giving stock more face-on display opportunities. The supporting performance monitoring reports will clearly highlight to users whether their promotional experiments are proving effective or not.

The Charts module gives our customers the opportunity to view and print poster style charts of most issued titles and authors over the last month - ideal for pinning on the walls next to individual collections to inform customers of high performing material from authors they might not know about. With options for specifying individual collections or grouping multiple collections together, selecting service wide or specific library charts, and choosing how large the chart should be (for example Top 100 or Top 25) the new Charts module will greatly enhance the marketing tools that are currently available within the library service.

Looking further ahead, we have finalised the design of our **new Procurement module** following extensive analysis of requirements over the last few months - many thanks to the many library services and book suppliers who have helped us with this exercise. Development of the new Procurement module is now underway, and this will replace the current Supplier Selection module when released to our customers in a few months time. The new module will introduce a large number of new functions and innovative concepts to make the "end-to-end procurement process" as simple as possible for libraries, from specification of what to buy based on evidence all the way through to monitoring the performance of purchased material.



## events

### Upcoming events

#### March

- 05 Implementing Effective Stock Management, NAG Seminar, Perth
- 19 Implementing Effective Stock Management NAG Seminar, York

#### April

- 16 smartsm and RFID stock management with Intellident and Talis, Birmingham
- 22 Efficiencies in Libraries - Roadshow, Midlands
- 29 Efficiencies in Libraries - Roadshow, Glasgow

#### May

- 13 Efficiencies in Libraries - Roadshow, London

#### June

- 01 - 03 CILIPS Annual Conference, Peebles
- 10 - 11 Library Information Show, Birmingham



