YANN AMOUROUX has been involved with publishing since November 2000, from advertising sales to account management and now heading up all global sales activities (from Journals sales to Pharma events and sponsorship) for Bioscientifica, the commercial branch of the Society for Endocrinology. Prior to joining Bioscientifica, he worked at the IET after many years at IOP. Given the nature of his work, Yann has travelled around various countries, meeting with publishers, librarians and information professionals from academic, government and corporate sectors. Whether during site visits or at conferences, he is always keen to learn from and share with the community on what matters most to them and the challenges faced by both librarians and publishers, hence he felt that a recent RFP exercise at Bioscientifica (and most importantly the experiences gained from it) was a very appropriate topic to review with UKSG Conference delegates.

KEN CHAD set up his consulting business in 2007. His mission is to help make libraries and archives more effective through the better and more imaginative use of technology. Ken works with universities, libraries, archives, sector bodies and businesses to help with strategy, user experience, understanding needs, business models, value propositions and innovation. He also helps libraries and archives procure new systems. Ken has published and presented widely and manages a number of free, open community resources including Higher Education Library Technology (HELibTech). He is an advisory board member of the open access journal *Studies in Arts & Humanities*.

BAS CORDEWENER has been working as International Facilitator for Jisc and Coordinator of the Knowledge Exchange initiative since 2014. The Knowledge Exchange comprises six European organisations working together on Open Access, Research Data and Open Scholarship. Bas’ other role in Jisc is to ensure internal coherence of Jisc participation in European projects, work on FAIR data and international relations. Before coming to Jisc, Bas worked in the Netherlands: at SURF in the areas of educational innovation, research innovation and international affairs, and at the University of Groningen as deputy director of the Expert Centre for IT supported Education (ECCOO).

TIFAINE DICKINSON is eTextbook Service Manager at the University of Plymouth. Tifaine has worked in both FE and HE libraries with a short detour into bookselling and arts centre management, and since 2015 has been enjoying the challenge of shaping the etextbook service at Plymouth. Tifaine’s primary interests are creative management of library service and data narratives.

HELEN DOBSON has over twenty years’ experience in academic libraries and is currently the Scholarly Communications Manager at The University of Manchester Library, overseeing services providing Open Access and Research Data Management support and publishing advice. She has a particular interest in Open Access and is a member of the Research Libraries UK Open Access Publisher Processes group. She co-represents UKSG on the Think.Check.Submit. campaign group, is a member of the UKSG *Insights* editorial board and is currently contributing to a cross-sector group developing national thinking on scholarly communication education for service staff in the UK.
TRACY GARDNER has worked in journals since 1997. She has a very broad view of publishing, having worked for publishing technology companies (CatchWord and Ingenta), a not-for-profit publisher (CABI Publishing), and thereafter in consultancy, on various projects for publishers, intermediaries and libraries. Throughout her career she has been focused on improving the communication channels between publishers, intermediaries and librarians and understands the business of scholarly publishing from many different perspectives. Tracy has worked on a wide range of projects, including sales, marketing and pricing; journal delivery and platform selection; management; product development; market research; content discovery; library technology; strategic business reviews; and open access publishing. She is the co-author of How Readers Discover Content in Scholarly Publications, published in 2012 and 2015. Tracy is a trainer on a number of training courses in association with ALPSP and UKSG.

FRIDA JAKOBSSON is an e-resources librarian at Karolinska Institutet University Library. She previously held a position at Stockholm University Library, and among other things she managed the project Monitoring Open Access cost data at Stockholm University. At the moment she is involved in the ongoing project Monitoring Open access publication and cost data at Karolinska Institutet. She has also had a position at the Bibsam Consortium, negotiating licence agreements for e-resources on behalf of Swedish higher education institutions and government agencies.

CHRIS KEENE is Head of library and scholarly futures at Jisc. His role explores emerging opportunities and developing new services to support academic libraries and the wider scholarly communication environment. He represents Jisc on the Knowledge steering group. Current areas of interest include infrastructure for open scholarship (supporting the FAIR principles and reproducibility in research) informed by outputs from the Knowledge Exchange, and including OpenAire and the European Open Science Cloud, and experiments in new responsible metrics for research. Before joining Jisc he managed online services and technical developments at the University of Sussex Library.

LISA LOVÉN is an e-resources librarian at Stockholm University Library. She works with acquisition, negotiation, evaluation and project management, is responsible for monitoring open access cost data and serves as the main contact for open access agreements and memberships. Before she joined Stockholm University she worked at the National Library of Sweden with the Bibsam Consortium, negotiating licence agreements for e-resources on behalf of Swedish higher education institutions and government agencies.

YVONNE NOBIS is Head of Science Information Services at Cambridge University Library. She is responsible for delivering services to the scientific community and for the running of the Betty and Gordon Moore Library, the main science library for Cambridge University. She has a background in electronic information and was, prior to becoming a librarian, a publisher for Elsevier and ProQuest.

GERALDINE O BEIRN is Electronic Resources Librarian at Queen’s University Belfast. She is responsible for electronic resource activation, management and troubleshooting. Her areas of expertise include discovery systems, link resolvers, ERM's and knowledge bases. Geraldine is interested in identifying opportunities for service enhancements to meet emerging needs. She has previously presented on discovery systems at the EDS 2015 Conference and on electronic resources workflows at UKSG 2016 and the EIUG / IIUG Conference 2016.
NICOLA TRICKER is the Content Services Manager at the University of Plymouth. She manages the Collections and Content Team who are responsible for the ordering and renewal of stock within the library and for providing specialist knowledge and advice. Nicola is responsible for supplier management and liaison, and supplier negotiation, and has worked in this capacity since 2009. She represents the University of Plymouth on external bodies such as SUPC, Jisc, Eduserv and ShERIF.

KARLA YOUNGS has over 20 years’ experience of working within the education sector, supporting the sector in developing and delivering digital resources for use within learning, teaching and research. This has been through running Jisc services. Karla has also led teams in developing applied research activities, information resources, and training and consultancy to customers and clients across FE & Skills and HE, as well as the cultural heritage sector. Karla is currently responsible for the strategic planning and delivery of the Jisc content offer for their FE & Skills members.