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Library service...
...of the people
... by the people
... for the people



Problem

Higher education
enrollment is shrinking.

Library material costs
are going up.

Information needs have
stayed the same.



-13%

First year enrollment dropped 13% overall during the COVID pandemic, even as higher ed institutions spent millions on additional healthcare measures.



Solution

Democratize
libraries.



How do more democratic libraries help budget crises?

Librarians are overwhelmingly Whiter than the populations they serve.

Becoming a librarian requires an expensive Master's degree, forcing less wealthy students deep into debt for an uncertain job.

Meanwhile, libraries pay for that degree; salary costs make up 48% of their budgets!

What if the person helping you looked more like your community?

What if we could guarantee job experience to every librarian while using algorithms and user feedback to reward the best librarians?

What if we could do so at less cost to the universities, while those with the most hustle make more?

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PRODUCT

For Patrons

Step One: Select a subject specialization from our list of over 300 in over a dozen languages.

Step Two: Select from the list of Liblite experts in your area who are currently online.

Step Three: Ask your question and follow-up as need be -- and don't forget to review their answer!

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PRODUCT

For Liblites

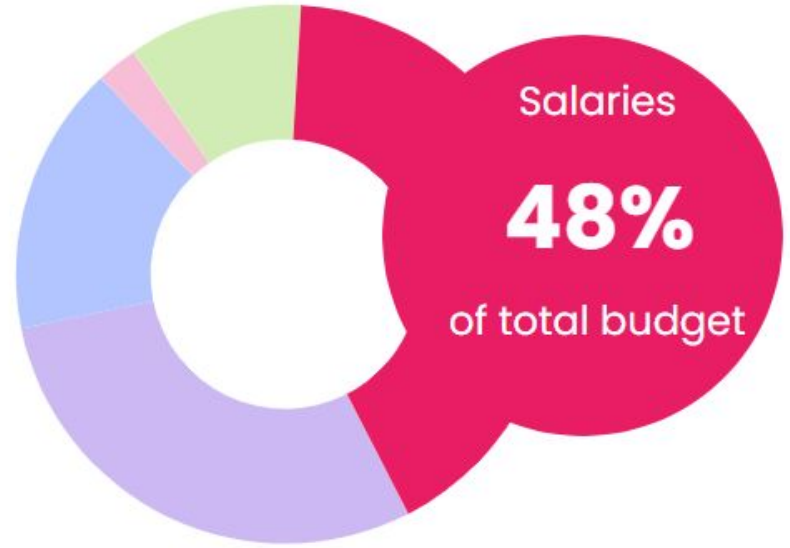
Step One: Set up an account with all the subject areas you can answer questions in.

Step Two: Open the app whenever you feel like making some extra money answering questions.

Step Three: Answer questions quickly and completely for great reviews and excellent pay!



Market Size



Salaries have consistently remained at 48% of the total budget. Something has to change.



Market Size

Currently, the biggest online reference provider is QuestionPoint.

The average cost-per-question is \$19.

What if we could provide better service for 10% of the cost?



Business Model

The University subscribes
*and only gets charged for
the time it takes to
answer the question.*

The user uses their
University account.

We take just 10% of the
cost of each answer. The
rest is all profit for our
Liblites!



How much money is in answering questions?

Just a fraction of schools reported more than 8 million reference transactions in 2019.

Initial estimates suggest reforming this field offers launch profits in the tens of millions.



How much money is in answering questions?

There are about 5300 colleges and universities across the United States.

There are over 15,000 public libraries. Growing into the public library sector will quadruple potential profits.

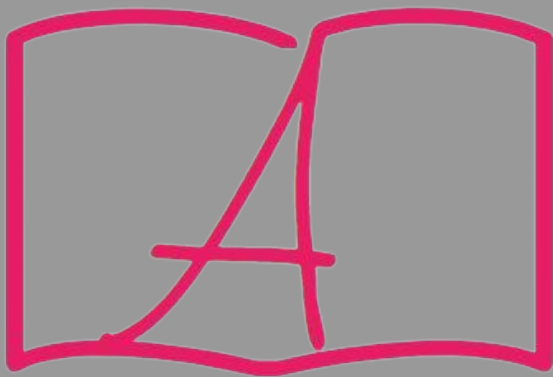


How much money is in answering questions?

Not all revenue lay in answering questions. Partnerships with publishers will allow us to use patron data to better target marketing efforts.

Once public libraries get involved, this data will explode in value.





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Because libraries should be for everyone.