



## Current Subscriptions

The Library spends c.85% of its content budget on subscriptions. The ten largest subscriptions account for about half that expenditure.

These 'Big Deals' consist of large bundles (collections) of journals that replaced individual subscription list. Big Deals are negotiated at consortium level - usually by Jisc Collections - with fixed terms. The majority of these deals are now transitioning to some form of 'Read & Publish' Deal.



## Read & Publish (Transformative) Deals

Seek to combine APC (Publish) spend with traditional Subscription (Read) spend. The idea is libraries' investment big deals should be used to influence the transition to Open Access.

Alongside, traditional subscription spend R&P deals often incorporate the money that is being spent on APCs - UKRI grant, institutional research funds, 'in-the-wild' spending



## Jisc's negotiating principle

1. Agreements must reduce and constrain costs
2. Agreements must be transitional
3. Agreements must aid compliance with funder mandates
4. Agreements must be transparent
5. OA content must be discoverable, and agreements must support improvements in service and workflow for authors and administrators



## The Collective Approach - Jisc Collections

The transition of the big deals to R&P deals is complicated and managed by Jisc. It is a 2 phase process:

1. The negotiation - during which Jisc meet with the publisher, communicate to institutions and collate feedback.
2. The final deal - eventually negotiations will cease and a deal will be presented (this coincides with the expiry of previous deals). At that point we must decide whether to join



# The Collective Approach - Jisc Collections

Some reflections:

- Strength in Numbers vs Collective Conservatism
- Individual negotiations would be very difficult
- Complexity as a tactic?
- Competing priorities (research intensive vs teaching focused)
- Transitional? Transformative?



# How does the Library Assess Read & Publish Deals

Features we look out for during the negotiation:

- Compliant Green Routes (deposit in a repository)
- Article Caps (Consortium or Institutional)
- Alternative Content options?
- What is excluded?
- Price Rises
- Admin savings



## How does the Library Assess Read & Publish Deals

We feed into the Jisc negotiation process, once this is complete we will be presented with an agreement. Our decision to join the agreement is based on two fundamental assessments

1. Do we believe the agreement to be genuinely transitional? (Will it allow for greater OA? Does it meet Plan S?)
2. Can we afford it? (with a combination of existing subscription and APC spend)



## Read & Publish Deals - as we stand

About 25% of the Library's subscription budget is committed to R&P deals. If Elsevier & Nature become R&P deals next year (at current prices) that would rise to 45-50%.

Current R&P deals require c.£140k of money from the UKRI grant, if the grant was removed this money would have to be found from the Library Content Budget. This money increasingly locks APC spend into these deals





## Some Notable Deals & Negotiations

**Wiley** (4yr) - signed Jan 2020

- 23% funded by UKRI grant
- Consortium APC pot - exhausted faster than projection

**IEEE** (3yr) - signed Nov 2020, read only

- Off-setting only (bulk buy, discounted APCs)
- 2.95% price increases
- Subject of letters of complaints from RG HoDs



## Some Notable Deals & Negotiations

### **PLoS - Public Library of Science (3yr) - signed Jan 2021**

- Born OA model
- 100% funded by UKRI grant

### **Cambridge University Press (4yr) - signed Jan 2021**

- R&P in name only - 2 APCs
- To join consortium pot covering 100% output required 54% price hike, 50% output required 29% uplift



## Some Notable Deals & Negotiations

**Oxford University Press** (1yr pilot) - Sheffield did not sign, read-only

- Required 37% uplift

**Taylor & Francis** (3yr) - signing...

- Jisc has secured a 1yr opt-out (after pressure from Research Libraries)
- Based only on Subscription spend
- Static Publish Pot



## Some Notable Deals & Negotiations

**Elsevier ScienceDirect** - due Jan 2022, in negotiations

- c.15% of the total Library content budget spent with Elsevier
- Will be precedent setting

**Nature** - due Jan 2022, in negotiations

- €9,500 APC



## Alternatives to the Big Deal

The initial trend of R&P deals is not encouraging in terms of either constraining costs or genuine transformation. Publishers have come to rely on their very high profit margins and their business models are based on the idea that they can largely dictate pricing. If anything R&P deals lock-in even more spending with the major commercial publishers.

Therefore, libraries must be prepared to investigate means of alternative access and be prepared to walk away from obstinate negotiations that show no desire to engage with transformation.