Jisc, OA negotiations and society publishers
Agenda

• Negotiation objectives in 2019
• What is a transformative agreement?
  • Requirements
  • Challenges
• Jisc and society publishers in 2019
  • Capacity
  • Ideal outcomes
  • Questions for societies
An agreement where subscription expenditure is converted into an OA fund that makes all of an institution or consortium’s research output OA on publication, whilst maintaining access to any paywalled content, for the same level of expenditure as under the subscription model.
Challenges of transformative agreements

Cost and Applicability

• Increase in overall expenditure as existing subscription and APC spend is bundled together
• Commitment of significant funds to pay for publishing, in advance of actual use
• Use of historical print spend as the basis for the total fee paid to a publisher
• Cost allocation and impact on research intensive institutions
  • Failure to reflect diversity of institutions in consortium
• Challenge of implementation beyond large STM publishers
• Reliance on infrastructure/resources/data unavailable to all publishers
Negotiating with Jisc

Thoughts on the present and near future
Capacity

Negotiate the most efficient and cost-effective routes to compliance from 2020

• Targeting publishers with the highest volume of Wellcome funded articles

• Wellcome Trust funded Licensing Manager joins in May
  • Previously head of publishing at a learned society

• Aim is to put in place a ‘framework agreement’ for compliant agreements aimed at societies

• Drafted documents to support smaller and learned society publishers

• We now wish to test our approach with a sample of publishers, institutions and ALPSP

• In June will hold town hall meetings with society publishers

• Recognise and work with existing publishing arrangements
  • Not asking societies to change publishing venue
  • Welcome the role of subscription agents in sales to institutions
What is our ideal?

A level playing field for all publishers to reach institutions

• Not feasible or desirable for every publisher to negotiate with every consortium
• Consensus on acceptable models
• Consensus on sustainability for all stakeholders
• Consensus on best practice, standards and expectations
• Infrastructure is in place to support OA workflows, business models and administration
  • OA Switchboard?
• Avoid unintended consequences
Questions for societies

• What are your primary concerns?
• What information can we provide?
• What models are most attractive?
• What infrastructure could we support?
Thank you

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