

21/06/2018

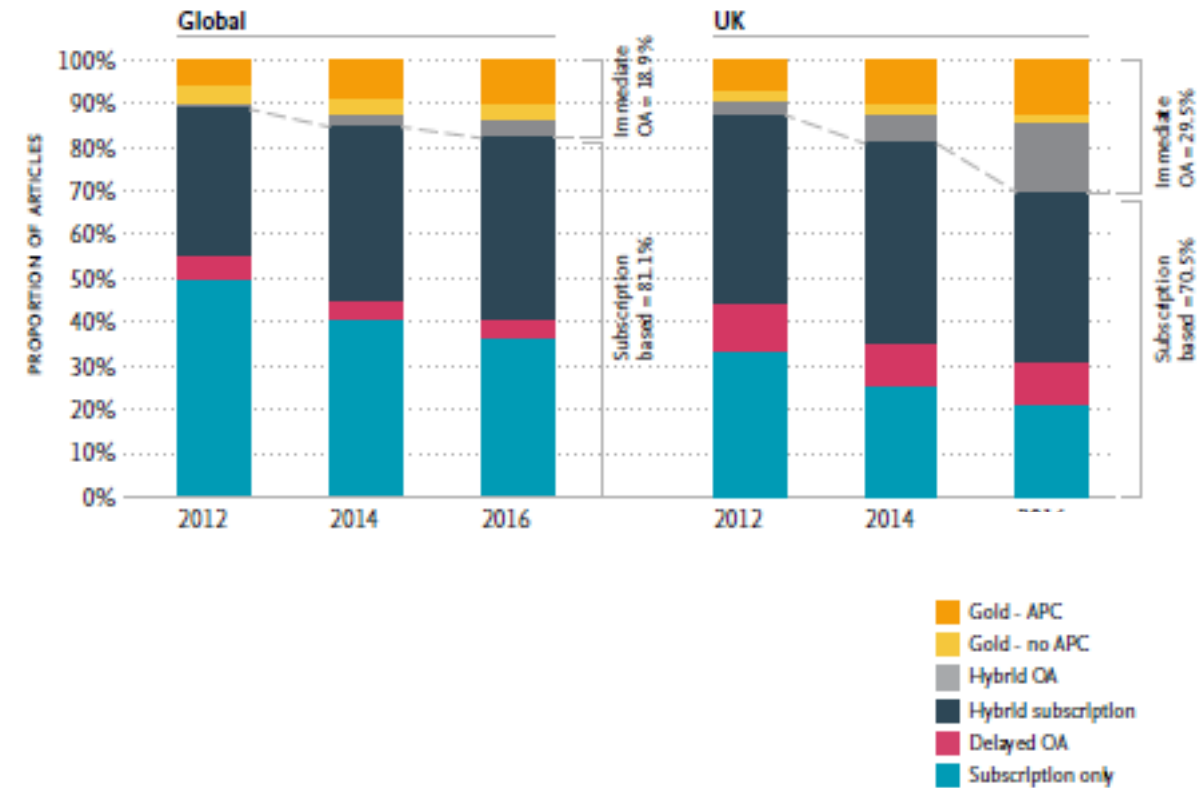
Negotiations and the OA Transition

A view from the UK

Heartland Archery <https://www.flickr.com/photos/jrladia/7245527662>

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- » 37% of UK outputs (vs. 25% globally) available immediately on publication - Gold or Green OA
- » Global proportion of publicly accessible articles after 12 months up 32% from 25% between 2012 and 2016
- » UK proportion increased to 54% from 37%



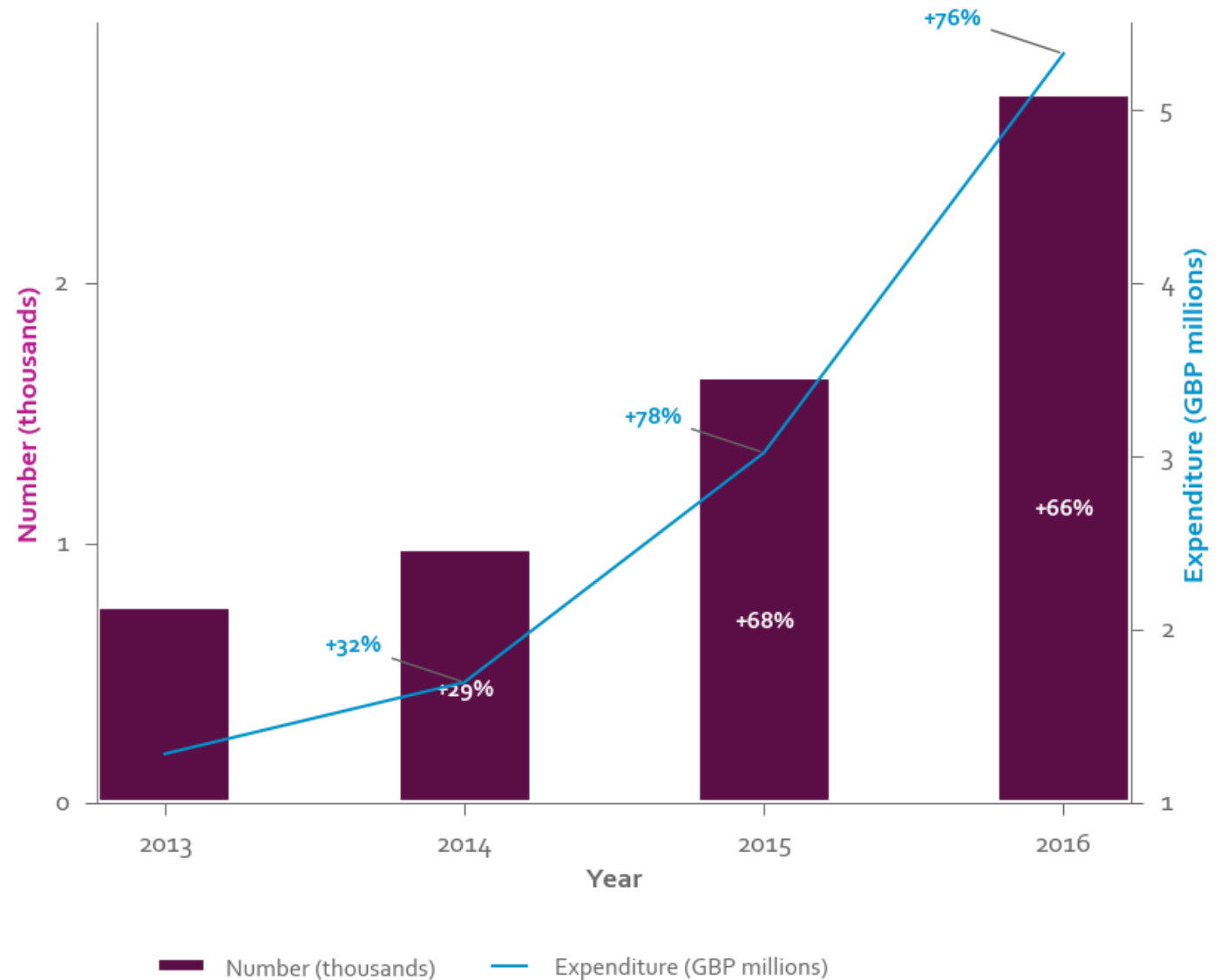
Jubb M et al., *Monitoring the transition to open access*. London, Universities UK: <http://www.universitiesuk.ac.uk/policy-and-analysis/reports/Documents/2017/monitoring-transition-open-access-2017.pdf>



The cost of OA in the UK

- » Average APC increased in cost by 16% (between 2013 and 2016)
- » Top 10 publishers make up 77% of spend

Expenditure (GBP millions) 2016, 38 institutions



“For the sample of 38 UK institutions in this report, the combined value of offset agreements across all publishers is £5.5m[...] the total value of the six offset agreements in 2016 can be estimated at £8m.”

Lawson, Stuart (2017): Report on offset agreements: evaluating current Jisc Collections deals.

Year 2:

<https://doi.org/10.6084/m9.figshare.5383861.v1>

“the slower rise for hybrids may partly reflect constraints on APC prices arising from offsetting deals”

Jubb M et al., Monitoring the transition to open access.
London, Universities UK:

universitiesuk.ac.uk/policy-and-analysis/reports/Documents/2017/monitoring-transition-open-access-2017.pdf

Status of negotiations

	2012	2013	2014	2015	2016	2017	2018
Cambridge University Press		38	37	48	71	75	
Oxford University Press		36	55	61	89	95	
Nature Publishing Group		40	66	46	73	80	
Springer (Now Springer Nature)		53	53	53	90	92	
Taylor & Francis		53	59	80	85	95	
Institute of Physics		53	34	56	59	60	
Royal Society of Chemistry		39	39	63	61	57	
Elsevier		139	139	139	139	137	
Wiley		104	112	124	127	127	
Sage		66	66	66	111	111	
ACS		65	65	65	79	80	
TOTAL HEIs		686	725	801	984	1009	

Prepayment scheme	Offset or discount scheme	RSC Read and Publish	Elsevier prepayment scheme	No offset or support for Green
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Criteria for journal negotiations

- » Agreements must support a transition
- » Be sustainable – illusory discounts on APCs only add costs
- » Improved workflows and administration for both authors and institutions, and publishers
- » Support funder compliance for both Gold and Green OA
- » Addition of active service level agreements
- » Greater options to recognise institutional diversity

Accelerating a transition

Offers should include a mechanism to affect a transition to open access – typically this means a reduction in the amount paid for subscriptions

Publishers should openly publish a breakdown of how their global offset is calculated what that calculation is each year and which titles have 'flipped to OA' previously in subscription deals.

Constraining costs

Agreements with illusory or complicated discount mechanisms add costs to the system.

'Read and Publish' models, unlimited publishing optimal for administrative efficiency.

Compliance with funder mandates

Publisher embargo periods should align with UK funder policies so 12 months (STEM subjects) or 24 months for AHSS

Where a funder stipulates specific licensing terms, e.g. Creative Commons CC BY the publisher should make it clear that if an author chooses a different licence the article will not comply with the funder's policy and the APC may not be covered

Making open, more efficient

Participate in Jisc Router - push publishing notifications to institutional systems

Adopt ORCID and expose author ORCIDs to CrossRef, and discovery services.

Register the article's DOI on CrossRef upon acceptance, and inform all co-authors.

Identify funders of institutional research - include funding body and grant number in all versions

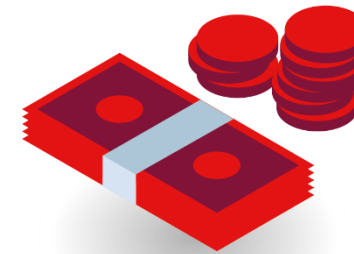
Provide Article level OA licensing terms



OA articles published by
UK authors:
Annual growth of **279%**
over 2015



6,902 articles



€15,126,400

Growth of Hybrid Outside Agreements



Only 45% of Springer hybrid OA articles are covered by Springer Compact agreements



55% are direct from institutions with little or no monitoring or control of APC costs



Many European countries are adopting Offsetting Agreements to control unregulated costs

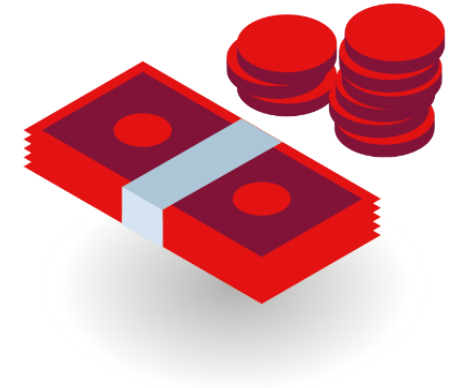
Step 1, understanding spend and data

- » Need a full picture of total spend with a publisher
- » Number of arts in each Hybrid Journal, as a proportion of the total number of arts in each Hybrid Journal;
- » Details of all Open Access Articles by corresponding authors for each Institution:
 - Article Title inc DOI
 - Corresponding Author
 - Institution Name
- » Understand potential publication levels so we can model for scenarios
- » Need to arrive at 'fair APC' OpenAPC? Publisher data?

Step 2, working through the model

- » Aim is to arrive at a total figure that is within roughly the same funding envelope
- » For pay to publish models cost will need (eventually) to fall to those publishing intensive institutions – need to manage this?
- » Any increases/decreases need to be reallocated
- » During a global transition we are likely to still need contributions from all types of institutions, not exactly a full transition but we get more OA and greater stability?
- » Agreements should be transitional - if they will continue for more than e.g. 3 agreement terms then they have failed.
- » Yes, reliant on a global shift, but the UK has put it's money where its mouth is

Case study 1: HSS publisher w high UK authorship



2017 total 2406 articles
@ £1400 £3.3m

£1.1 million

» Strategies for Open Access:

- Negotiate “pay to publish” agreements
- Promote pure open access journals and publishers
- Divert funding to other open access publishing models or platforms (cooperative publishing, memberships, University presses, etc.)
- › Know your data!
- › There is no one-size fits all publishers or all insitutions
- › Risks distributed between parties - mechanisms for over- or underperformance
- › Integrate workflow requirements into agreement.
- › Monitor performance!

Future directions for negotiations in the UK

Perpetual negotiation?