Germany and Open Access: The DEAL Project

Hildegard Schäffler
Bavarian State Library
Member of the DEAL project group
DEAL in Context

- Nationwide DFG-funded subscription licences with Green OA component (Alliance licences)
- MPDL transformation agreements
- DFG funding line for transformation licences
- National OA2020 contact point (OA2020-DE)
- Project INTACT (including Open APC)
- Open Access Strategy of the Federal Ministry of Education and Research

**Project DEAL:** Negotiating nationwide licensing agreements for the entire e-journal portfolio of major academic publishers on a publish&read basis
DEAL Project Structure

Initiator
Alliance of Science Organizations in Germany
(Allianz der deutschen Wissenschaftsorganisationen)
represented by:
German Rectors’ Conference (Hochschulrektorenkonferenz)

Steering committee
- takes strategic decisions (“vision and goals”)
- supervises the project’s progress (“milestones”)
- communicates to the stakeholders

Project team
- project planning and control
- communication with participating institutions
- preparation of negotiations

Negotiation Group

Participating Institutions
universities, universities of applied sciences, research institutions, state libraries, ...

Publisher(s)
DEAL Timeframe

From 2014: Preparatory steps
- Establishing the project structure
- Selecting publishers
- Obtaining negotiation mandates
- Analysing data
- Resolving legal issues

2016: Start of negotiations with Elsevier
2017: Start of negotiations with Springer Nature and Wiley
2018: Conclusion of agreements expected…
DEAL Negotiation Goals

- **Eligible institutions**: all mainly publicly funded academic institutions in Germany

- **PAR model (Publish&Read)**
  - All publications by corresponding authors of eligible institutions become open access immediately upon publication (CC-BY) (PUBLISH component)
  - DEAL institutions obtain perpetual access to the complete e-journal portfolio of the publisher (READ component)

- **Fair pricing** according to an innovative formula that is solely based on the publication output and calculated with an adequate APC

- DEAL covers both **gold and hybrid** Open Access journals
DEAL Strategy: Key Elements

• **PAR model** with clear Open Access transformation agenda

• German Rectors‘ Conference (representing the Alliance of German Science Organisations) in the lead: mandated by the **scientific community**

• Initial negotiations with the **three major STM publishers** (Elsevier, Springer Nature, Wiley)

• Internal **transformative cost distribution** scheme to enhance acceptance

• **Antitrust clearance** by the Federal Competition Authority
DEAL Negotiations: Elsevier

• Negotiations since summer 2016

• Elsevier‘s offers have so far been incompatible with DEAL‘s goals
  – Reading fees at the current spending level + extra fees for new institutions to join
  – Publishing fees for hybrid OA completely on top of previously paid subscription fees and at a high APC level

↔ The publisher tries to keep the Publish and Read components strictly separate

– Green Open Access publishing according to Elsevier‘s standard policy
– Password-based access instead of institutional authentication („Cyber Security“ policy) (cf. STM/NISO initiative RA21)
DEAL Negotiations: Elsevier

- **Non-renewal** of licence agreements
  - Approx. 70 academic institutions cancelled their contracts for 2017
  - The number will grow to about 200 for 2018, including major universities and research institutes

- Elsevier partially kept access open in 2017 and approaches research managers, academics and politicians directly

- Renowned scientists have started to resign from Elsevier functions with more to come [link](https://www.hrk.de/presse/pressemitteilungen/pressemitteilung/meldung/wissenschaftler-legen-herausgeberschaft-von-elsevier-zeitschriften-nieder-4232/)

- DEAL is prepared to continue negotiations at any time on the basis of its clearly defined goals
No Deal: German Universities Prepare For Cut-Off From Elsevier Journals

https://www.ip-watch.org/2016/12/16/no-deal-german-universities-prepare-cut-off-elsevier-journals/

RELX Group’s Elsevier fights open access in Germany

http://kevin.lexblog.com/2017/08/06/relx-groups-elsevier-fights-open-access/

German researchers resign from Elsevier journals in push for nationwide open access

DEAL Negotiations: Springer Nature and Wiley

- Negotiations since early 2017
- Productive discussions and agreement on the Publish & Read model (PAR) in principle
  - Both publishers acknowledge the transformative nature of the journals market
  - Challenges remain
- Next steps
  - Aiming at DEAL licence starts during 2018
Thank you for your attention …

… and please join in!!

https://www.projekt-deal.de/