Project DEAL: Germany’s approach to licence agreements with major STM publishers on a publish&read basis

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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/

doi:10.1126/science.aap7562

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


Germany vs Elsevier: universities win temporary journal access after refusing to pay fees

Nature 553, 137 (2018)
doi: 10.1038/d41586-018-00093-7

Europe’s open-access drive escalates as university stand-offs spread

doi: 10.1038/d41586-018-05191-0
**DEAL in Context**

- High profit margins of large STM publishers

- MPDL White Paper on OA Transformation
  (http://dx.doi.org/10.17617/1.3)

- OA principle in EU's Horizon 2020

- Global alliance OA2020
  (https://oa2020.org/)

- Berlin Declaration on Open Access 2003:
  „Our mission of disseminating knowledge is only half complete if the information is not made widely and readily available to society.“

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

- Transformation applied to established publication channels

- Negotiation style reloaded / scientists get engaged

- Open Access publishing as the only effective remedy against piracy
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 PAR fee

- DEAL covers both **gold and hybrid** Open Access journals
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 (including antitrust clearance)

2016: Start of negotiations with Elsevier

2017: Start of negotiations with Springer Nature and Wiley

2018: Interim agreements with Springer Nature and Wiley
      Continued negotiations with all publishers
DEAL Negotiations: Elsevier

- Negotiations since summer 2016
- Non-renewal of licence agreements by about 200 academic institutions, including major universities and research institutes for 2018 (partly starting in 2017)
- Access, apart from temporary interruptions, has not been cut off so far
- Major issues: principle agreement on the PAR model, its transformative nature and the cost associated with it
  - Negotiations can be resumed at any time on the basis of DEAL‘s clearly defined goals
DEAL Negotiations: Springer Nature and Wiley

- Negotiations since early 2017
- Agreement on the Publish & Read model (PAR) in principle
  - Both publishers seem to acknowledge the transformative nature of the journals market
  - Challenges remain, including the financial framework and workflow issues
- Interim continuation of current agreements with frozen prices in order to gain time for concluding the negotiations
- Specific issues around Nature-branded journals
- Negotiations continue
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 required to enhance acceptance
- **Transparency:** agreements must be made publicly available
- **International dimension:** Possible role model for OA transformation process, which requires global support
Thank you for your attention …

… and please join in!!

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