

# **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

16/12/2016 BY MONIKA ERMERT FOR INTELLECTUAL PROPERTY WATCH — 8 COMMENTS

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

## A bold open-access push in Germany could change the future of academic publishing

By Gretchen Vogel, Kai Kupferschmidt | Aug. 23, 2017, 12:15 PM

doi:10.1126/science.aap7562

## RELX Group's Elsevier fights open access in Germany

Posted on August 6, 2017

<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

By Gretchen Vogel | Oct. 13, 2017, 3:30 PM

<http://www.sciencemag.org/news/2017/10/german-researchers-resign-elsevier-journals-push-nationwide-open-access>

NEWS • 04 JANUARY 2018

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

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

NEWS • 17 MAY 2018 • CORRECTION 21 MAY 2018

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

*Sweden is latest country to hold out on journal subscriptions, while negotiators share tactics to broker new deals with publishers.*

Nature **557**, 479-480 (2018)  
doi: 10.1038/d41586-018-05191-0

# DEAL in Context

High profit margins of large STM publishers

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.“*

OA principle in EU's Horizon 2020

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

Global alliance OA2020  
 (<https://oa2020.org/>)

***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



## 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
- Renowned scientists **resign from Elsevier functions**  
 (<https://www.hrk.de/presse/pressemitteilungen/pressemitteilung/meldung/wissenschaftler-legen-herausgeberschaft-von-elsevier-zeitschriften-nieder-4232/>)
- **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/>