

Open Access of publications

a cost-effective scientific must

Prof. Dr. Gerard Meijer
Fritz-Haber-Institut, Berlin
Member of the DEAL negotiation team

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/>)

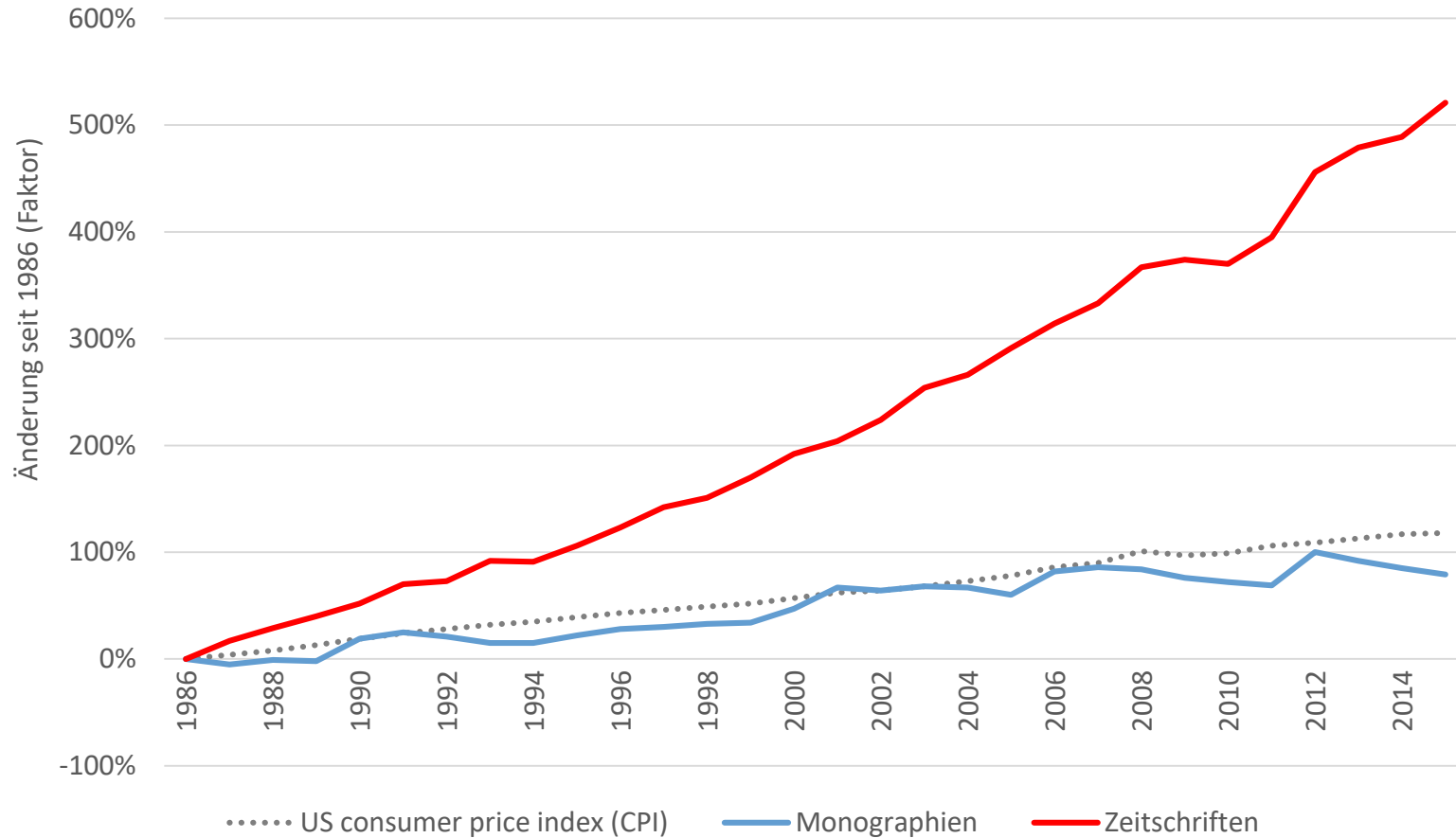
Project DEAL: Negotiating nationwide licensing agreements for the entire e-journal portfolio of major academic publishers on a publish&read basis

Transformation applied to established publication channels

Negotiation style reloaded / scientists get engaged

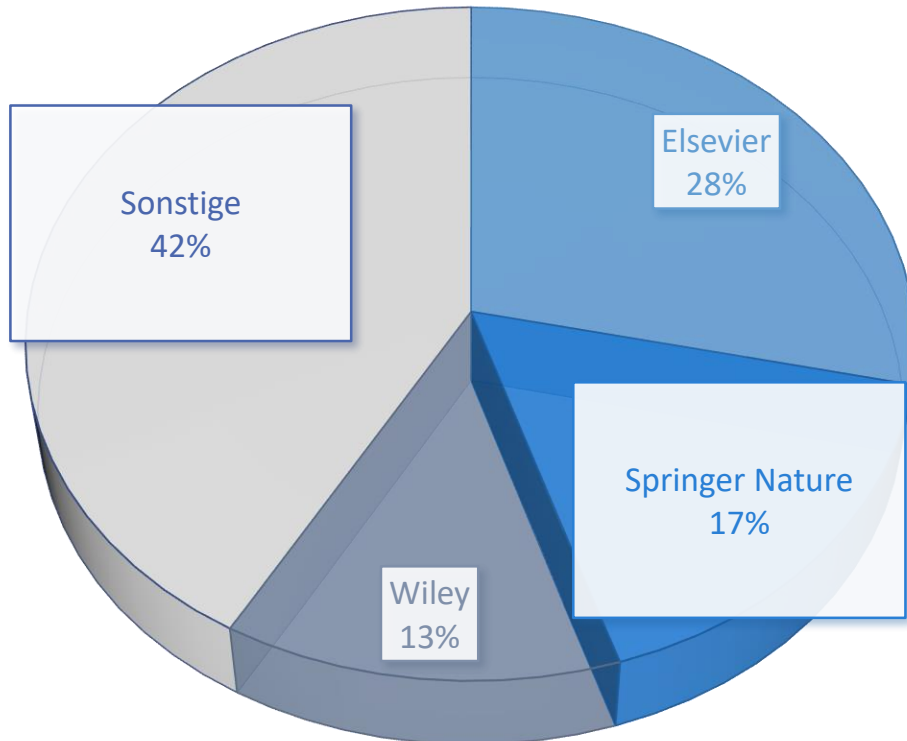
Open Access publishing as the only effective remedy against piracy

Serial crisis and its consequences



Quelle: ARL Statistics 2014-2015. Association of Research Libraries, Washington, DC

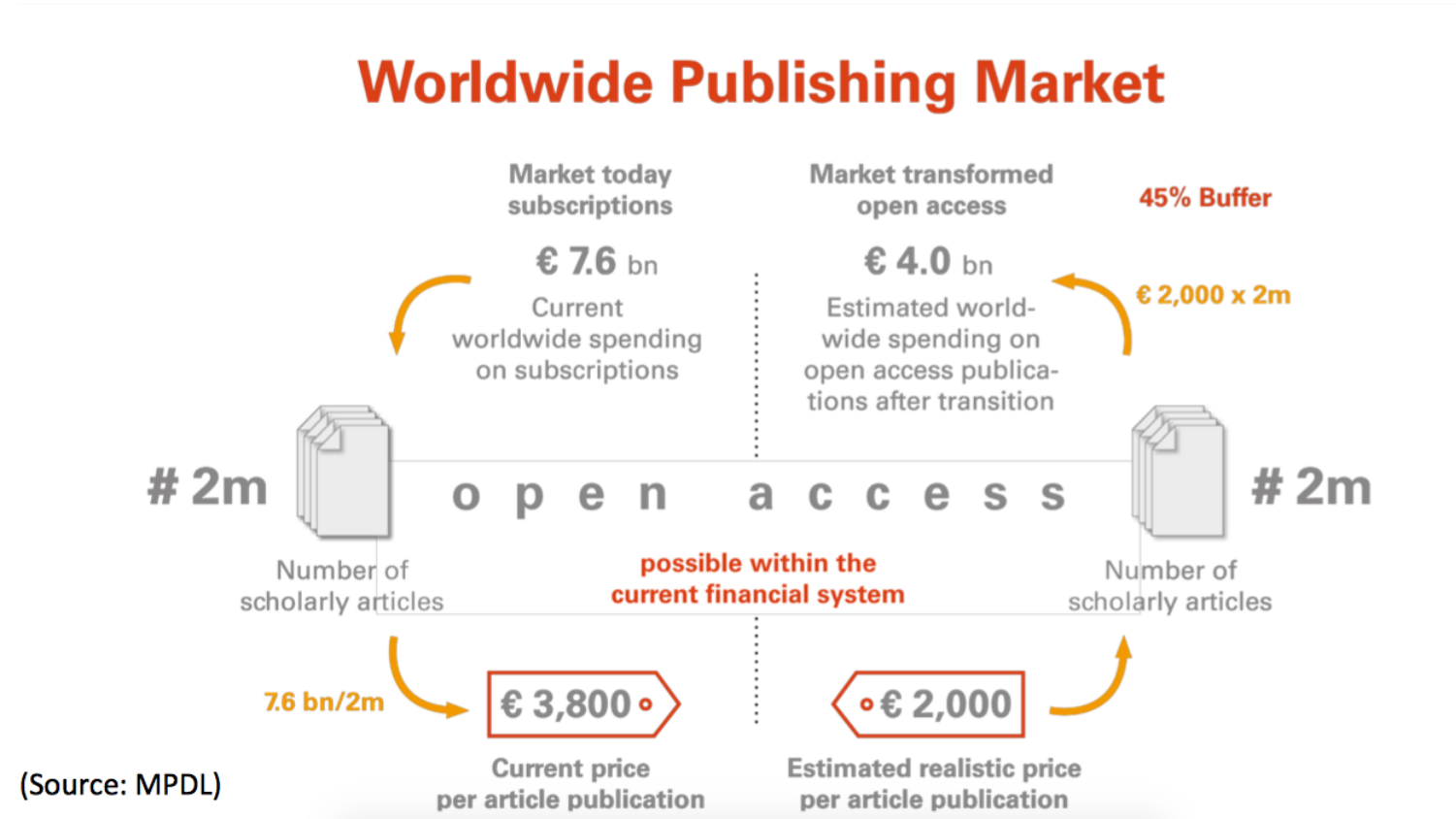
Market share of big publishers



Total spending on journals at German Universities in 2015

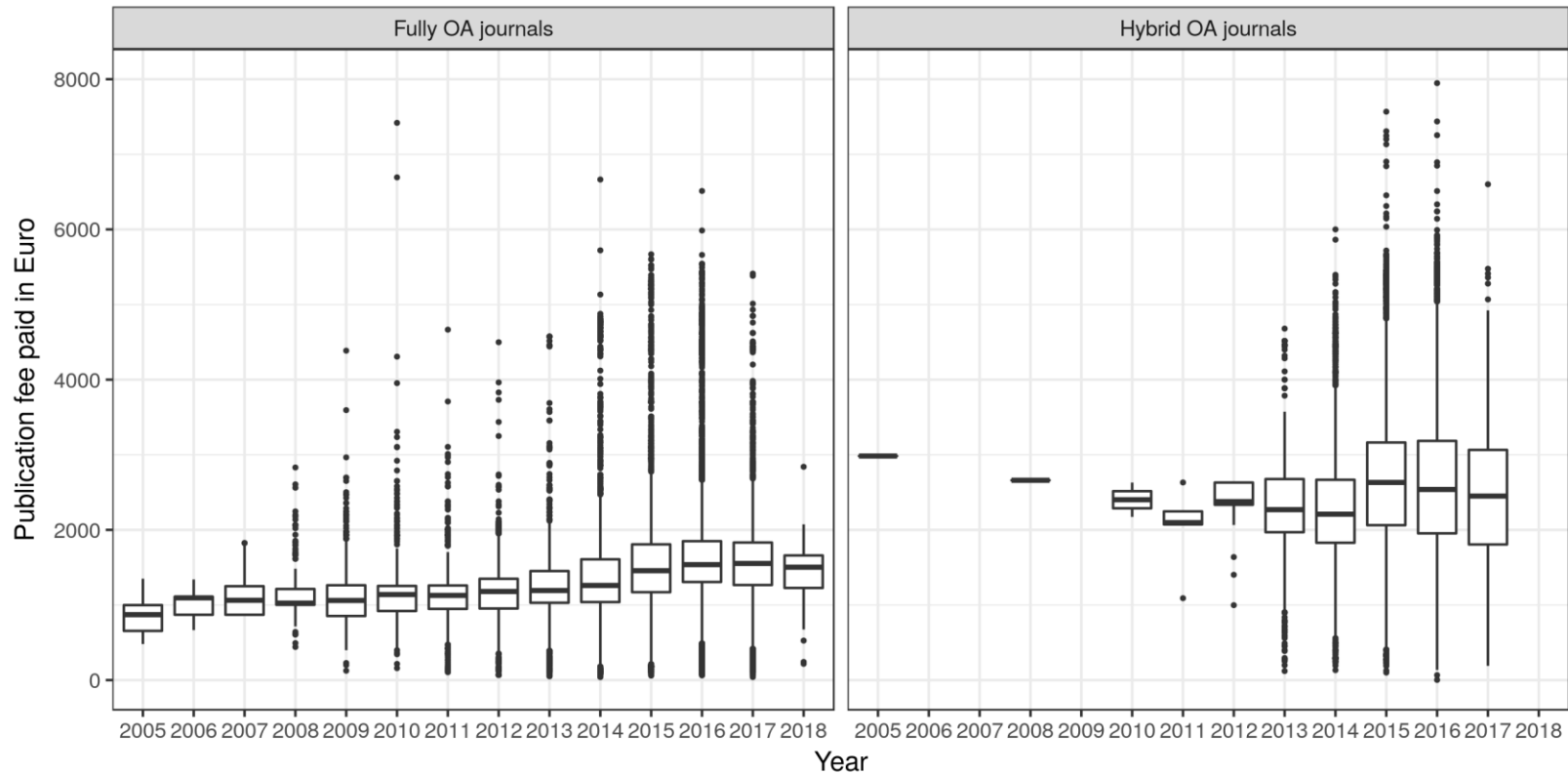
(Source: Project DEAL)

Towards a more transparent cost structure



https://oa2020.org/wp-content/uploads/pdfs/B13_Dirk_Pieper.pdf

APCs in comparison



https://raw.githubusercontent.com/OpenAPC/openapc-de/master/figure/boxplot_oa.png

OA 2020 in Germany



DEAL:

Conclude nationwide license agreements including OA components with major STM publishers



OA2020-DE:

Create conditions for the large-scale open access transformation (complementary to DEAL by developing new OA business models and by stabilizing the funding of articles in pure OA journals)

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** was initially kept open until mid 2018 and cut off in the course of the interruption of negotiations (<https://www.hrk.de/press/press-releases/press-release/meldung/deal-and-elsevier-negotiations-elsevier-demands-unacceptable-for-the-academic-community-4409/>)
- 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

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