

Status report on the DEAL negotiations with publishers

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digital library

All German research organizations have signed the 2003 *Berlin Declaration on Open Access* and have joined the OA2020 initiative

The **DEAL** negotiations with **SpringerNature**, **Wiley** and **Elsevier** reflect the collective demand for more OA and transparent pricing

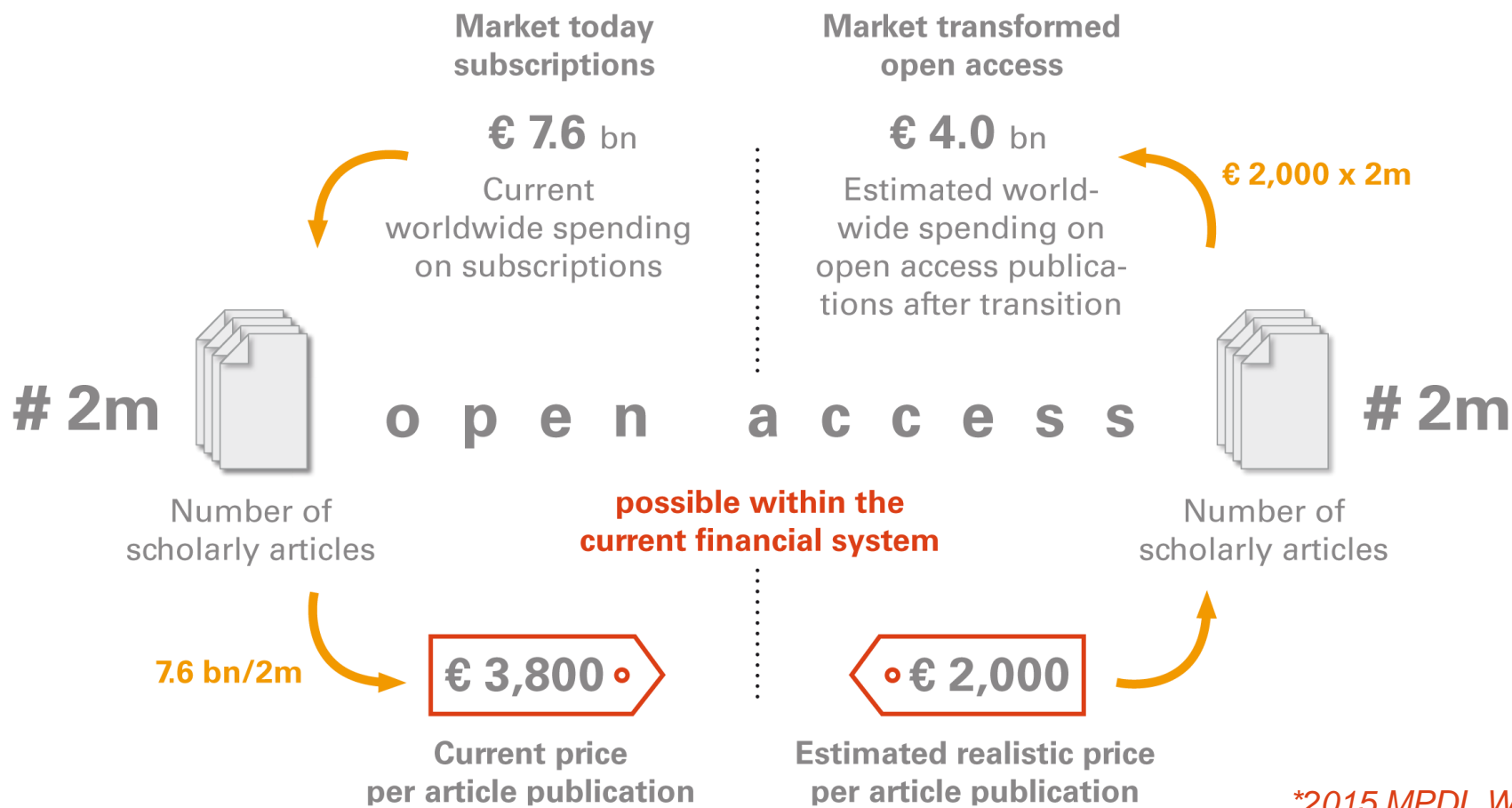
PAR model (Publish & Read)

- Nationwide licenses to the entire portfolio of electronic journals
- All publications by corresponding authors of eligible institutions become open access immediately upon publication (CC-BY (=attribution) license)
- Fair pricing, ultimately only based on the number of papers published

Aligned with national approaches in UK, NL, AT, SE, NO and other countries

The amount of money in the subscription system*

Worldwide Publishing Market



**2015 MPDL White Paper*

Some remarkable features of the subscription system

The publishers hold the copyrights to all articles:

Elsevier sued Sci-Hub in 2017 and was awarded \$ 15 million USD in damages for 100 articles → copyrights are worth \$ 150.000 USD/article

Divide et impera:

The same publishers negotiate with many different clients and demand that non-disclosure agreements are signed; individual contracts are kept secret

Freedom of information act:

Prices paid for the same “Big Deals” are largely different and solely historically determined (only the ~5%/year price increase is common)

Why should a researcher pay to get published?

Dissemination of scientific results is an integral part of a research project.

The costs of scientific publications should be carried by the authors, i.e. their funding agencies or research institutions, and scientific publications should be freely accessible and re-usable for all readers. The costs of scientific publications need to be transparent.

Researchers write scientific articles for impact and not for money.

Publishing scientific results Open Access (CC-BY) should become a standard rule in the *guidelines for good scientific practice*.

An orderly transition from subscription to open access

Open Access on a large scale can be accomplished if we change the business model of the existing scholarly journals and spend our library budgets for publishing services instead of for getting reading access, i.e. instead of for subscriptions.

This transformation **will affect only the underlying cash flows**, and not the publishing process itself nor the roles of researchers, journals and publishers.

DEAL organizational structure



DEAL negotiations; the main line of negotiations



Hybrid subscription journals: main focus of the negotiations

Time-line

pay subscription fees for reading access (~ 3.800 €/article)

to publish articles Open Access:

pay subscription fees and pay APC (~ 6.800 €/article)

“double dipping”

pay subscription fees; get credits for certain # of APCs
(offsetting models; partial OA; ~ 3.800 €/article)

pay for OA publishing of all articles & for reading (PAR)

pay for OA publishing of all articles; “flipped” to pure OA journals
(estimated to be possible for ~ 2.000 €/article)

Pure Open Access journals: nationwide discounts on APCs negotiated

DEAL negotiations; specifics of the transformation



Prices paid for subscription licenses are solely historically determined. When there is any rationale, then prices are related to the number of readers.

Example of the redistribution of costs after the transformation:

The population of The Netherlands is about five times smaller than the population of Germany (2017: 17.08 million *versus* 82.79 million).

The number of articles published annually in The Netherlands is only about three times less than in Germany (WoS 2015: 23.377 *versus* 68.952).

The transfer from the subscription model to the Open Access model is most easily accomplished when this is done cost-neutral.

The resulting cost per article in the publication-number based Open Access model will be a factor $5/3$ higher in Germany than in The Netherlands. This explains why the nation-wide transition in The Netherlands was easier to get accomplished.

DEAL negotiations: current status



	SpringerNature	Wiley	Elsevier
Accept Publish & Read (PAR) principle	yes	yes	yes, but at high costs, i.e. basically no
2018 contract status	interim solution with 0% price increase; access opened up for additional institutions	interim solution with 0% price increase	200 institutions discontinued their license agreements. Access stopped per July 2018
Further escalation	currently none	currently none	public withdrawal of senior researchers from editorial boards
Current negotiations	ongoing	ongoing	stalled
2019 contract status	to be extended until end 2019 or longer	to be extended until end 2019 or longer	no national contract

Plan S: OA publication demanded by the funders



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Point 9: The ‘hybrid’ model of publishing is not compliant with the above principles.

But in the Pre-amble it clarifies:

“We acknowledge that ‘transformative’ type of agreements, where subscription fees are offset against publication fees, may contribute to accelerate the transition to full Open Access. Therefore, it is acceptable that, during a transition period that should be as short as possible, individual funders may continue to tolerate publications in ‘hybrid’ journals that are covered by such a ‘transformative’ type of agreement. There should be complete transparency in such agreements and their terms and conditions should be fully and publicly disclosed.”

Conclusions regarding the DEAL negotiations

The progress made with SpringerNature and Wiley, shows that the DEAL approach is realistic, timely and promising.

The DEAL consortium will also continue to strive for a contract with Elsevier under acceptable and sustainable terms.

It is long overdue that research-organizations get united nation- and world-wide to break the *divide et impera* tactics of the major publishers.

As publishers in general -- and Elsevier in particular -- are transforming to data and analytics service providers it is of utmost importance that researchers are careful with their data; they should not make the same mistake as they have made with their scientific publications, that they have too easily given away.