

# State of the Elsevier's Science Direct license and negotiation **Beilage / Annexe 2.b**

in France and French speaking part of Belgium.

Interviews		
Date	19 July 2011	4 August 2011
Organisation,	Consortium national français	
website	h g	
Contact person		
Function		
Management of the negotiation		
Steering committee	Representatives from - Ministry of Higher Education - Conférence des Présidents d'Universités - Governing bodies of CNRS, INSERM, CEA	No
Role	Validation of objectives and achievements. Final decisions	--
Negotiation committee	negotiators, external consultant (from JISC, UK), lawyer when needed	Director of Conseil d'administration of members of the staff lawyer when needed
Role	Definition of objectives Negotiation with Elsevier Reporting to the steering committee Consultation of the libraries Information of all parties	Definition of objectives Negotiation with Elsevier Consultation of all the libraries Final decision
Initial objectives	Trying to get out of the « traditional » pricing model based on the previous turn-over to get a more reasonable and rational model. Price increase less than per year. Price for 2011 based on the turn over of the year 2010. Delivery of 10 complete print collections (2500 titles). <b>Perpetual access to the freedom collection from 1995 to 2013 for</b>	Trying to get out of the « traditional » pricing model based on the previous turn-over to get a more reasonable and rational model. <b>Deduplicate the subscriptions and reduce the turn over because of the merging of universities in Belgium.</b> Price increase less than per year. <b>Use the common license model of as basis for the negotiation.</b> Perpetual access to the e-version of its titles for every university, from



Price cap	■ increase per year	Less than ■ per year
Price structure	Average : ■ ■ ■	Average : non disclosure agreement ■
Other conditions	■ ■ ■ to compensate VAT increase Swapping of any title possible every year	■ ■ ■ to compensate VAT increase Swapping of any title possible every year
	■ ■ ■ Working group Elsevier ■ settled since fall 2011 to define the conditions of the new model.	■ ■ ■ ■ Billing made by subscription agents.
Cell press titles	License included in the SD license for the members interested	Conjunct negotiation but separate license
Non disclosure agreement	■ ■ ■ ■ ■	Accepted by ■ But ■ agreed with Elsevier that he could discuss it orally with any professional in Belgium or abroad.
<b>Conclusion</b>		
What to remember	Don't bother with price calculation formula or model, based on any sort of parameter. The only thing Elsevier wants is to keep its turn over. There is a margin in negotiation if you keep this in mind, and thus you can get more content or services for the same amount of money.	The only thing Elsevier wants is to keep its turn over. Define very precisely what your objectives are and say clearly to Elsevier that you are ready to leave the table of negotiation at any time.
Next steps	In 2012 ■ will put online and publicly accessible all the licenses he has signed. Like DFG does for national licenses in Germany (see references).	Calculate for our institutions - the ratio of article published by our authors in Elsevier journals - calculate the ratio of citations received by these articles - compare with the % of our budget spent with Elsevier

## References

DFG : public access to Elsevier License (Backfiles) :

<http://www.nationallizenzen.de/angebote/nlproduct.2006-03-10.4713615682>

RLUK statement on price reduction

[<http://www.rluk.ac.uk/content/rluk-calls-journal-pricing-restraint>](http://www.rluk.ac.uk/content/rluk-calls-journal-pricing-restraint)

----- Message transféré

Date : Thu, 28 Jul 2011 09:18:00 +0100

Objet : [REDACTED]

Dear Friend

Apologies for the slightly anonymous nature of this email, but I thought you might be interested in a recent article on the Chronicle website about RLUK's activities regarding large publishers' big deals:

<http://chronicle.com/blogs/wiredcampus/british-research-libraries-say-no-to-big-deal-serials-packages/32371>

**"British Research Libraries Say No to 'Big Deal' Serials Packages**

July 22, 2011, 4:56 pm, [REDACTED]

As some U.S. research libraries back away from so-called Big Deals with journal publishers, a major British library group has also taken a stand against high serials prices. Late last year, Research Libraries UK announced that its members would not sign any more large deals with two of the biggest journal publishers, [REDACTED], unless they agreed to significant reductions in what those deals cost."

...

[REDACTED]  
[REDACTED]  
[REDACTED]