



Open Access Business Models

Negotiating licenses for Israeli Academia

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About MALMAD

- Serve as a consortium for the acquisition, licensing and operation of digital information services
- **40 members** / affiliated members
- Total spending on electronic resources ~ **\$37M**
- Agreements/deals with **55 publishers and vendors**



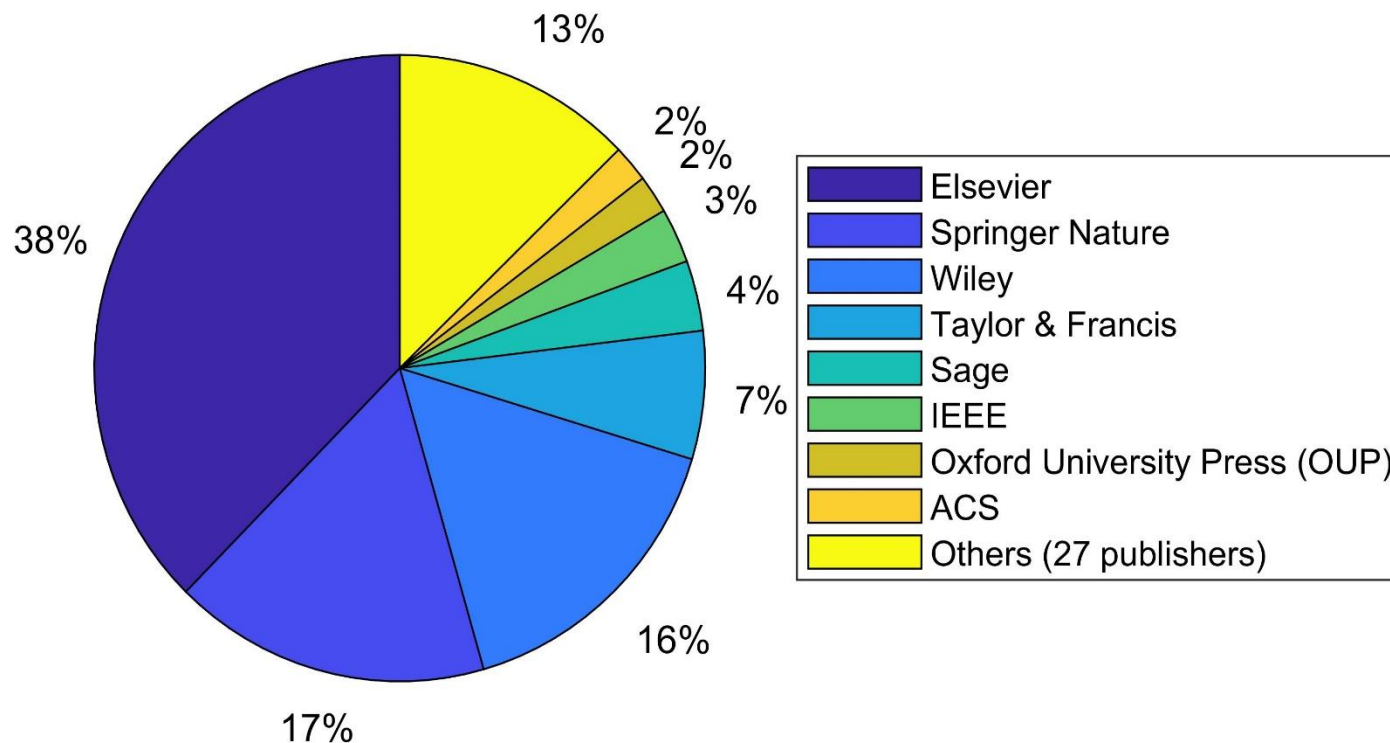
MALMAD total spend (2019)

Products	Total spend (\$)	
All products*	36,977,336	100%
eJournals	29,289,668	79%

* eJournals, Databases, eBooks, Protocols, etc.



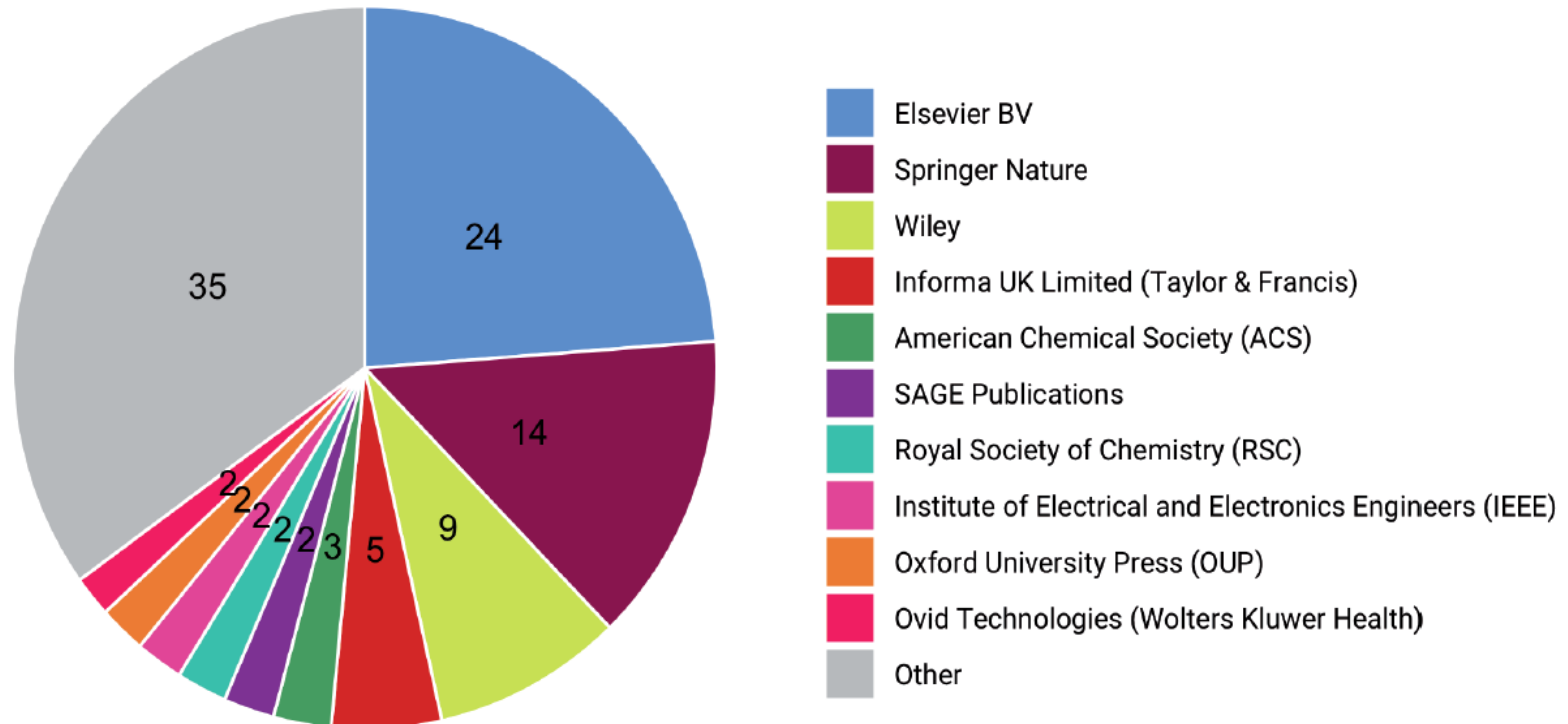
eJournals spend per publisher





Global Publisher Market Shares 2014-2018

Original Articles and Reviews indexed in Web of Science



82% of new research is published behind subscription paywall.
Of that, 72% in journals by just 10 publishers.



"Big Deals"

- Big publishers sell online subscriptions of large bundles of electronic journals, based on historical spending.
- Annual price increase of 2-5%.
- Multi year agreements with limited opt-out clauses.
- Intransparent pricing (non-disclosure clauses).
- Lack of alternatives: monopolies.
- Access to more content; change in the users' consuming behavior.



Negotiating Big-Deals

- The Big-Deal negotiations offer an opportunity to put (the transition to) Open Access on the agenda.
- The idea is: no new big-deals without a serious step towards Open Access.
- The subscription system is showing signs of vulnerability - a new generation of researchers are turning to pirate platforms like SciHub.





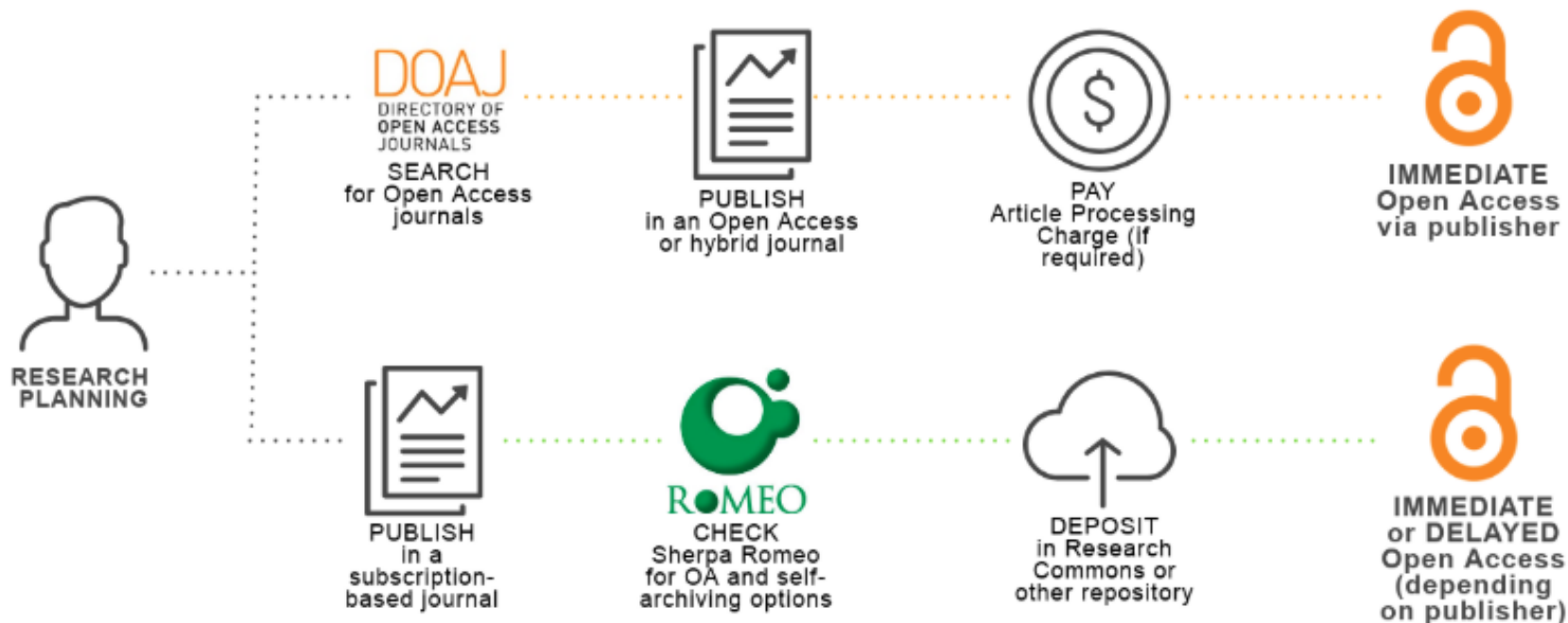
Benefits of Open Access





How to publish Open Access

GOLD ROUTE



GREEN ROUTE



SHERPA RoMEO - <http://www.sherpa.ac.uk/romeo/index.php>

Source: <https://www.waikato.ac.nz/library/study/guides/open-access-information>



SCOAP3

vouchers

OA business models

publish & read

offsetting

prepaid

membership

APC invoices



SCOAP3

Sponsoring Consortium for Open Access Publishing in Particle Physics

- CERN's initiative.
- Converted key journals in the field of High-Energy Physics to Open Access at no cost for authors.
- 11 journals are open to the public.
- SCOAP3 centrally pays the publishers for costs involved in providing Open Access.
- Each country contributes according to its scientific output in the field.
- Each Consortium contribute the cost of the subscriptions fees.



Prepaid APCs

- Prepayment account per member
- Minimum deposit
- Discount on APCs (Article Processing Charge)
- Account Dashboard for managing the APCs



Offsetting Model

- For hybrid OA journals
- Covers the APCs for affiliated corresponding authors
- Designed to offset the cost of the APCs against the subscription fees
- Double dipping avoided
- Complex finance and administration

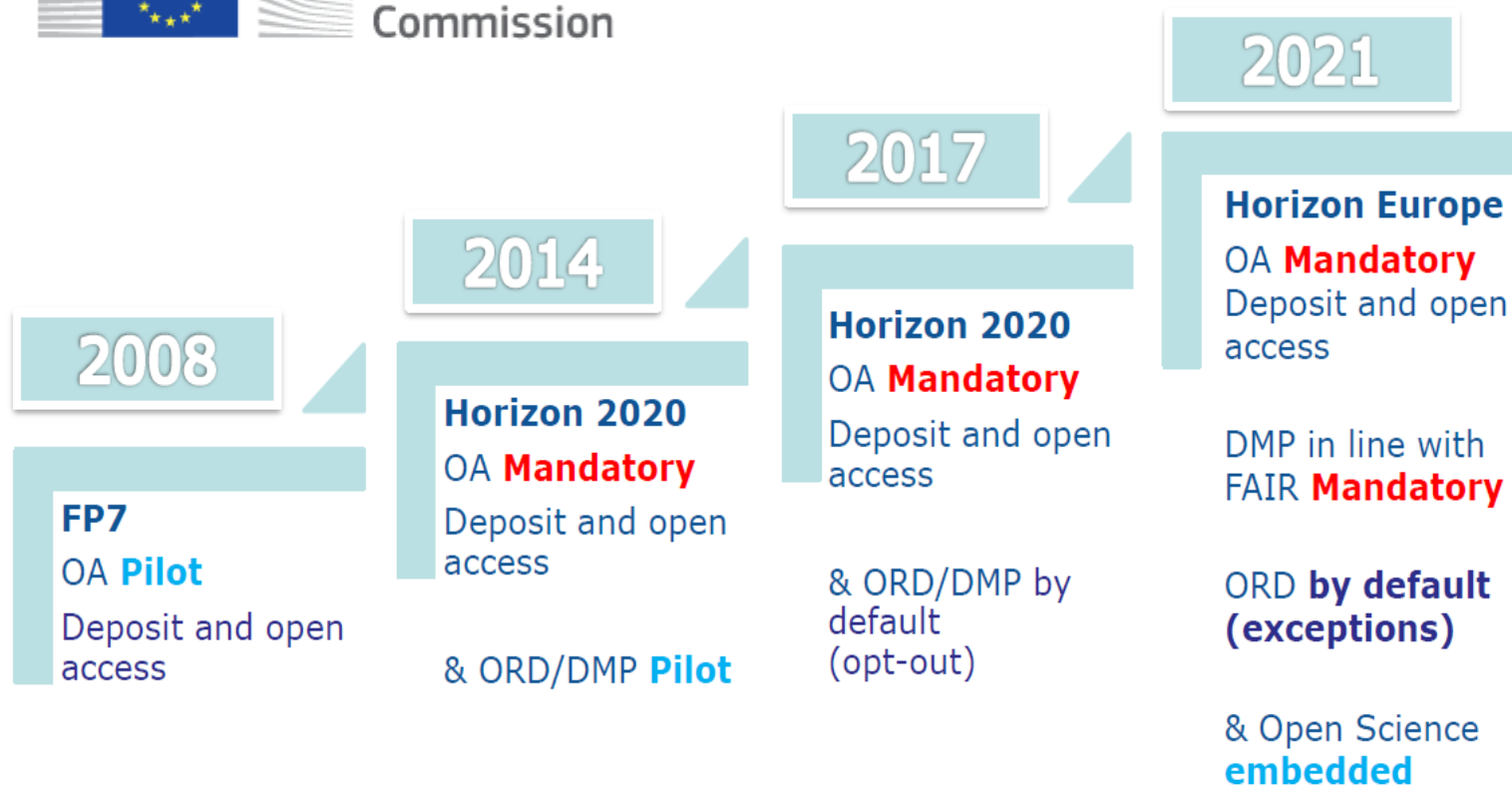


Publish & Read (PAR)

- Pay to Publish.
- All publications by corresponding authors of eligible institutions become open access upon publication.
- Covers both gold and hybrid Open Access journals.
- Access to more content but greater upfront costs.
- Fair pricing based on the publication output and calculated with suitable APC.
- Authors retain exclusive rights their works (CC-BY).



OA became central in the EC funding programs





OA2020 Initiative

open access
2020

be informed take action collaborate resources & FAQ



vision

OA2020 IS A GLOBAL ALLIANCE COMMITTED TO
ACCELERATING THE TRANSITION OF TODAY'S
SCHOLARLY JOURNALS **TO OPEN ACCESS.**

mission

WE COLLABORATE TO TRANSFORM THE CURRENT
PUBLISHING SYSTEM, **REPLACING THE SUBSCRIPTION
BUSINESS** MODEL WITH NEW MODELS THAT ENSURE
THAT OUTPUTS ARE **OPEN AND RE-USABLE** AND THAT
THE COSTS BEHIND THEIR DISSEMINATION ARE
TRANSPARENT AND **ECONOMICALLY SUSTAINABLE.**



Transformative agreements acknowledged by cOAlition S

cOAlition S strongly encourages institutions and consortia to develop new transformative agreements.

There are three routes for being compliant with Plan S:

	Open Access publishing venues (journals or platforms)	Subscription venues (repository route)	Transition of subscription venues (transformative arrangements)
Route	Authors publish in an Open Access journal or on an Open Access platform.	Authors publish in a subscription journal and make either the final published version (Version of Record (VoR)) or the Author's Accepted Manuscript (AAM) openly available in a repository.	Authors publish Open Access in a subscription journal under a transformative arrangement.
Funding	cOAlition S funders will financially support publication fees.	cOAlition S funders will not financially support 'hybrid' Open Access publication fees in subscription venues.	cOAlition S funders can contribute financially to Open Access publishing under transformative arrangements.



14th Berlin Open Access Conference Statement

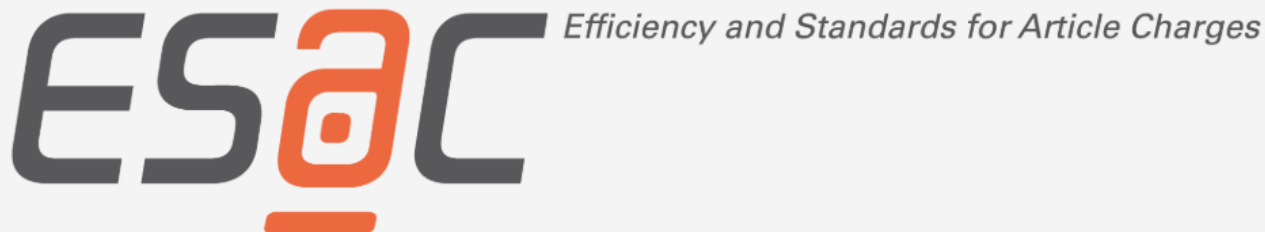
Participants from **37 nations** and five continents agreed:

We are all committed to authors **retaining their copyrights**,
We are all committed to complete and **immediate** open access,
We are all committed to accelerating the progress of open access
through **transformative agreements** that are temporary and
transitional, with a **shift to full open access** within a very few years.
These agreements should, at least initially, be **cost-neutral**, with the
expectation that economic adjustments will follow as the markets
transform.

**Publishers are expected to work with all members of the global
research community** to effect complete and immediate open access
according to this statement.



ESAC Registry



[START](#) [MARKETWATCH](#) [TRANSFORMATIVE AGREEMENTS](#) [WORKFLOWS](#) [MORE RESOURCES](#)

Agreement Registry

Navigate: [ESAC](#) > [TRANSFORMATIVE AGREEMENTS](#) > Agreement Registry

Search:

Publisher	Country	Customer	Size (# annual publications)	Start Date	End Date	Details/ ID
ACS	Germany	Max Planck Digital Library	250	01/01/2019	12/31/2022	acs2019mpdl
ACS	Hungary	EISZ	61	01/01/2019	12/31/2021	acs2019eisz
ACS	Netherlands	VSNU-UKB	500	01/01/2017	12/31/2021	acs2017vsnu
ACS	Slovenia	Slovenian Consortium	55	01/01/2019	12/31/2019	acs2019slov
AkadémiaiKiadó	Hungary	EISZ	750	01/01/2019	12/31/2020	kia2019eisz
Cambridge University Press	Germany	Max Planck Digital Library	60	01/01/2019	12/31/2021	cam2019mpdl
Cambridge University Press	Netherlands	VSNU-UKB	260	01/01/2017	12/31/2019	cam2017vsnu

REGISTER!

Register your agreements [here](#)

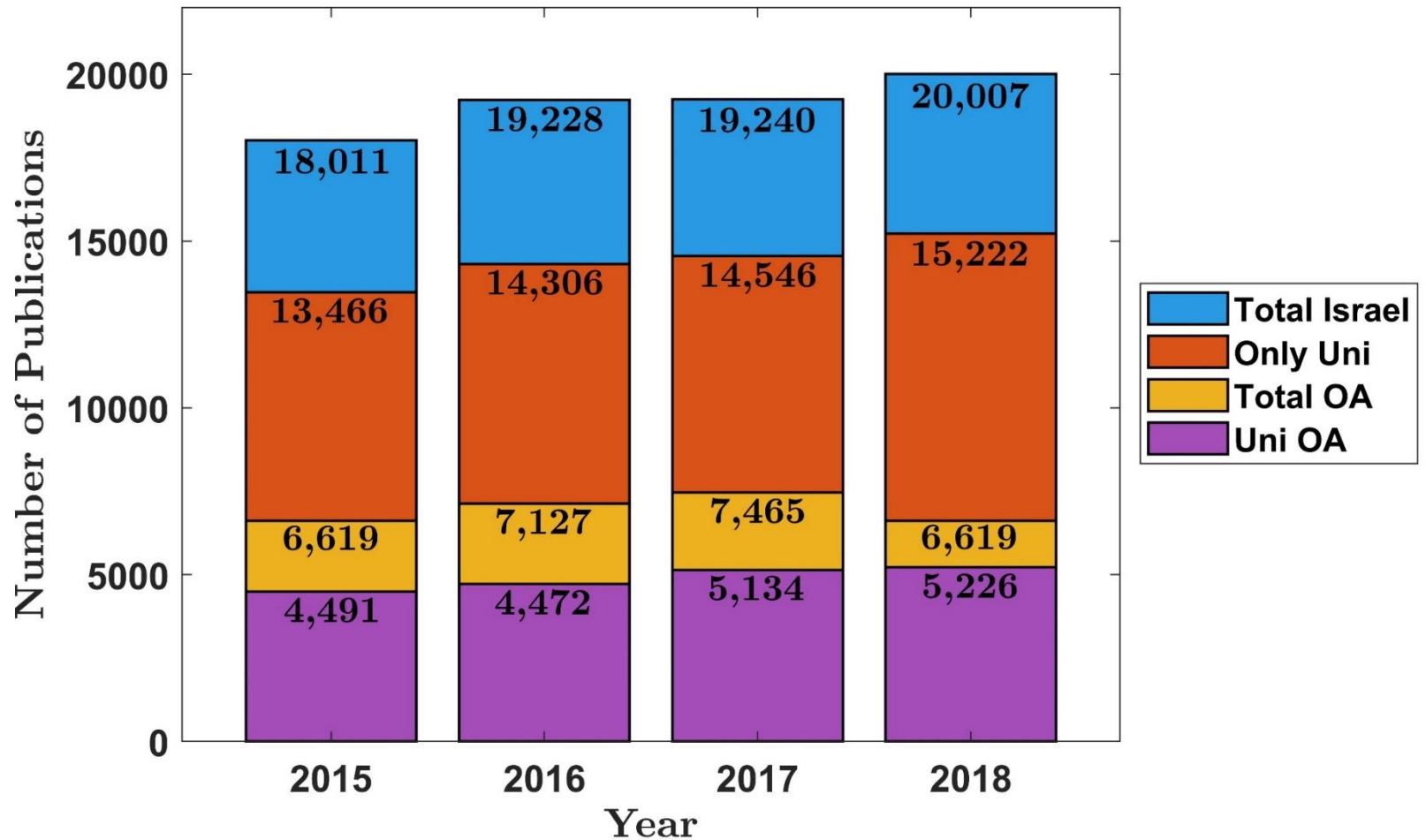


Preparing for OA agreements - Data analytics on the publishing trends

- What is our publications output?
- Where are our authors publishing?
- How much of our output is published immediately OA?
- How often are we the corresponding author (responsible or payment of APCs)?
- What are authors spending on APCs?
- Would a shift to OA with publisher X cost more, less or the same as what we currently spend on subscriptions (and APCs)?
- What do we consider to be a fair price for OA publishing services?



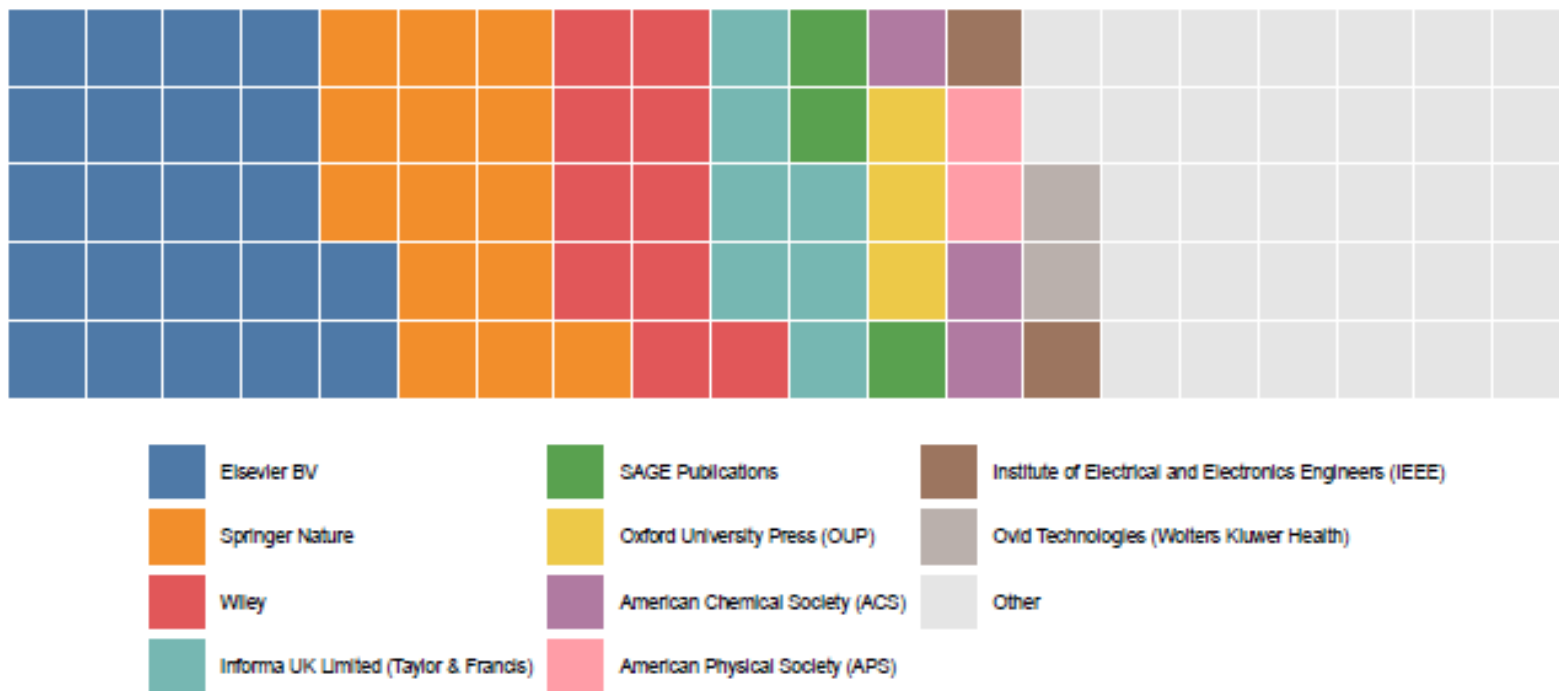
Israel Publications output (2015-2018)

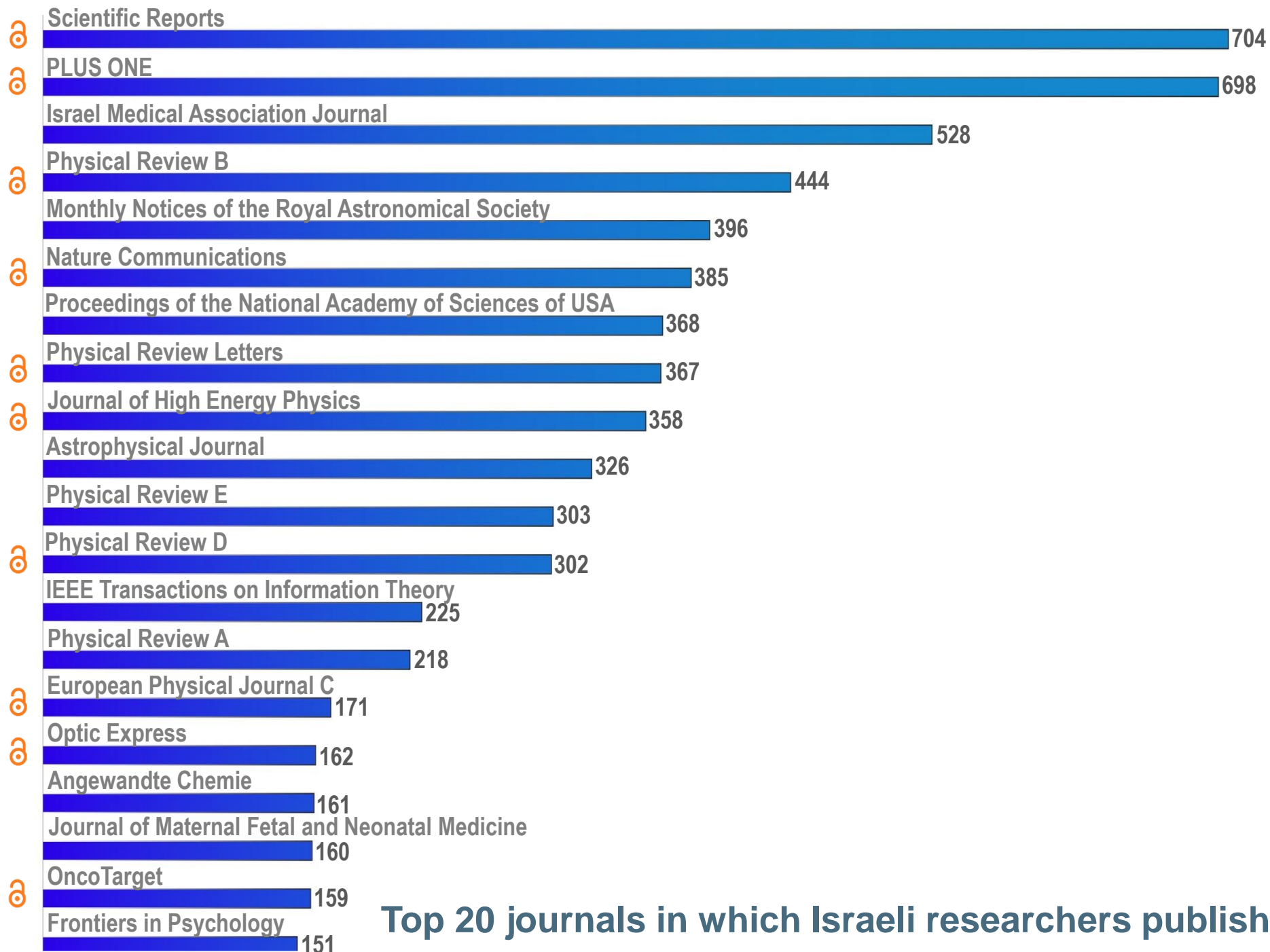


Source: WoS



Volume and publisher share of the publications

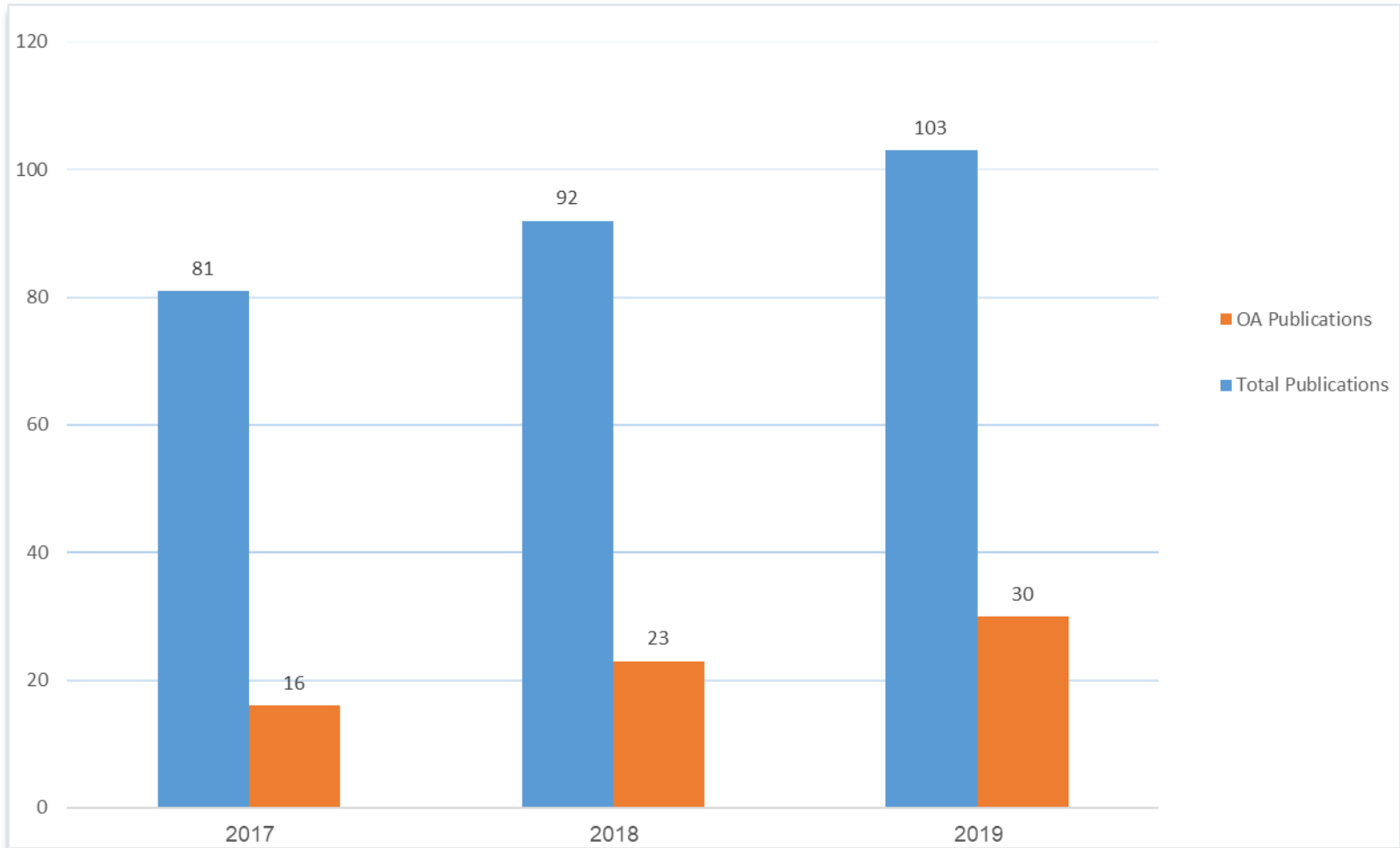




Top 20 journals in which Israeli researchers publish



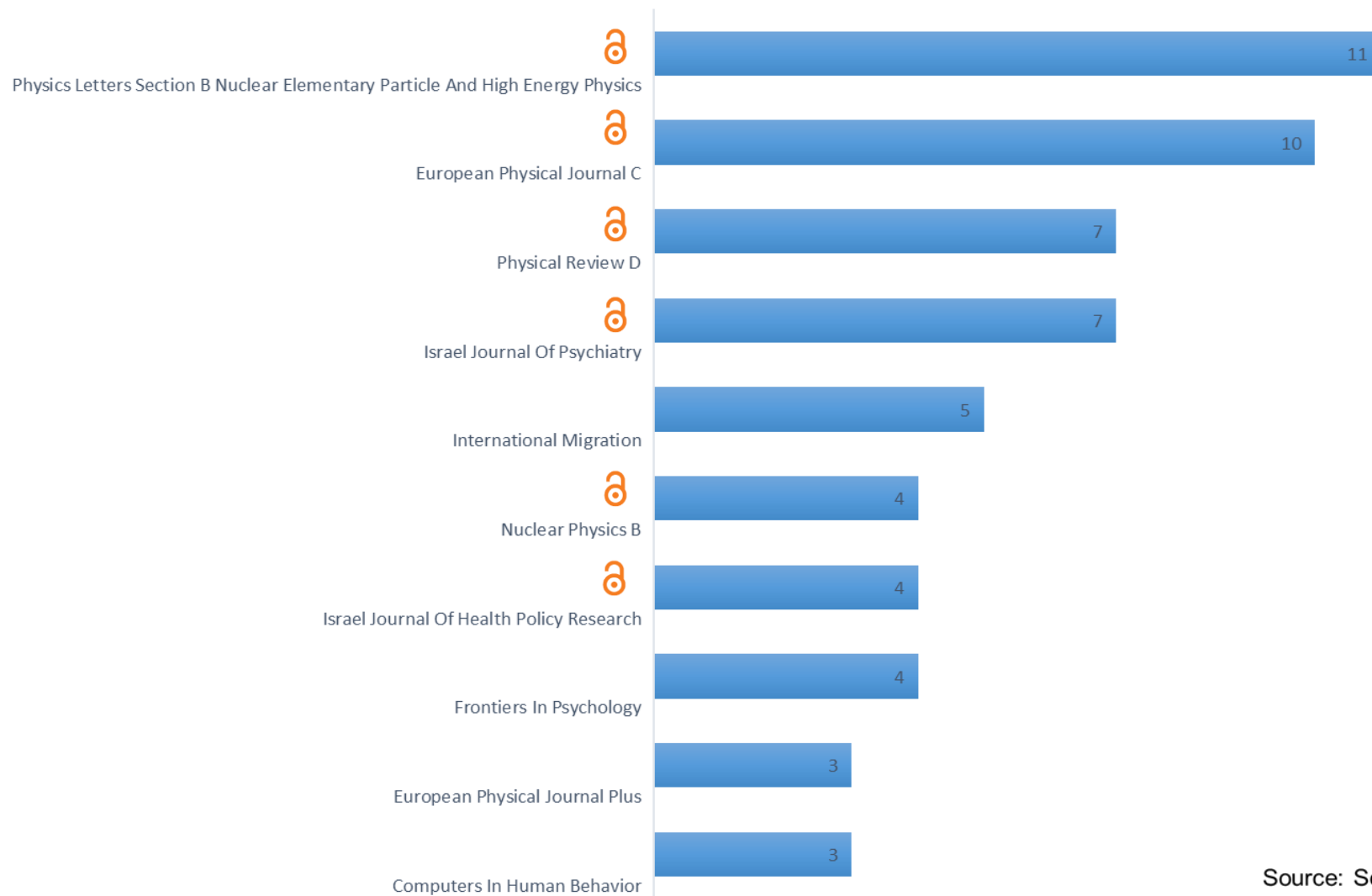
Ruppin Publications output (2017-2019)



Source: Scopus



Top Ten Publication affiliated with Ruppin (2017-2019)



Source: Scopus



Top Ten Authors affiliated with Ruppin (2017-2019)

Author Name	Total	OA
Hod, S.	43	30
Levi-Belz, Y.	20	6
Avidor, S.	10	2
Lev-Ari, L.	10	2
Bodner, E	9	2
Gamliel, E.	9	0
Levi, O.	9	1
Palgi, Y.	9	2
Zohar, A.H.	9	3
Apter, A.	8	5

Source: Scopus



OA2020 cost simulation

2018 expenditure on journals subs : \$26,000,000

WoS 2018 # of articles (Universities): 15,222

OA PAR potential cost:

15,222 X **\$2,500 APC** = \$38,055,000

Cost variations: 46%

15,222 X **\$1,750 APC** = \$26,638,500

Cost variations: 2.5%



OA Publishing status in Israel

- ☹ No policy about OA publishing.
- ☹ No real knowledge about Israeli researchers gold OA publishing practice.
- ☹ No APC cost management at the institutional level.
- ☹ Number of OA Israeli publications is relatively low.
- ☹ No Institutional Repositories - no encouragement to publish in green OA.
- ☺ Two new Read & Publish Agreements



Next steps

- Engage with the research community to increase OA awareness.
- Adopting a national OA mandate / Involvement of funding bodies.
- Prepare the next negotiations according to OA2020 approach; analysis of accurate data.
- Pilot transformative OA agreement with several publishers.
- Implementing a common CRIS for all the Universities.
- Pilot national/institutional IR solutions.



Thank you!

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