

Project DEAL: A Push for Open Access Transition by German Scientific Communities

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DEAL in Context: The German Research Communities lined up for OA

Nationwide DFG-funded subscription licenses with Green OA component (**Alliance licenses**) since 2008

National OA2020 contact point (**OA2020-DE**)

MPDL transformation agreements

Project INTACT
(including **Open APC**)

DFG funding line for transformation licenses

Open Access **Strategy** of the **Federal Ministry** of Education and Research

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

DEAL Organizational Structure



DEAL Timeframe

From 2014: Preparatory steps

- Establishing the project structure
- Selecting publishers
- Obtaining negotiation mandates
- Analyzing data
- Resolving legal issues

2016: Start of negotiations with Elsevier

2017: Start of negotiations with Springer Nature and Wiley

2018: Conclusion of agreements expected...



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 APC
- DEAL covers both **gold and hybrid** Open Access journals

DEAL Strategy: Key Elements

- **PAR model** with clear Open Access transformation agenda
- German Rectors' Conference in the lead (representing the Alliance of German Science Organizations): mandated by the **scientific community**
- Initial negotiations with the **three major STM publishers** (Elsevier, Springer Nature, Wiley)
- Internal **transformative cost distribution** scheme to enhance acceptance
- **Antitrust clearance** by the Federal Competition Authority

DEAL Negotiations: Elsevier

- Negotiations since summer 2016
- Elsevier's offers have so far been **incompatible** with DEAL's goals
 - Reading fees at the current spending level + extra fees for new institutions to join
 - Publishing fees for hybrid OA completely on top of previously paid subscription fees and at a high APC level
 - ↔ **The publisher tries to keep the Publish and Read components strictly separate**
 - Green Open Access publishing according to Elsevier's standard policy
 - Password-based access instead of institutional authentication ("Cyber Security" policy) (cf. STM/NISO initiative Resource Access 21)

DEAL Negotiations: Elsevier

- **Non-renewal** of license agreements
 - Approx. 70 academic institutions cancelled their contracts for 2017
 - The number will **grow to about 200 for 2018**, including major universities and research institutes
- Elsevier partially kept access open in 2017 and approaches research managers, academics and politicians directly
- Renowned scientists have started to **resign from Elsevier functions** with more to come (<https://www.hrk.de/presse/pressemitteilungen/pressemitteilung/meldung/wissenschaftler-legen-herausgeberschaft-von-elsevier-zeitschriften-nieder-4232/>)
- DEAL is prepared to continue negotiations at any time on the basis of its clearly defined goals

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/>

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>



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News & Comment > News > 2017 > February > Article

NATURE | NEWS

German scientists regain access to Elsevier journals

Publisher restores access as negotiations for a nationwide licence continue.

[Quirin Schiermeier](#)

14 February 2017

Nature | doi:10.1038/nature.2017.21482

DEAL Negotiations: Springer Nature and Wiley

- Negotiations since early 2017
- Productive discussions and **agreement on the Publish & Read model (PAR) in principle**
 - Both publishers acknowledge the transformative nature of the journals market
 - Challenges remain
- Next steps
 - **Interim continuation of current agreements** with frozen prices in order to gain time for concluding the negotiations (<https://www.hrk.de/press/press-releases/press-release/meldung/deal-and-springer-nature-first-results-of-the-negotiation-4234/> and <https://www.hrk.de/press/press-releases/press-release/meldung/negotiations-continue-between-deal-and-wiley-4222/>)
 - Aiming at DEAL license to start during 2018

New Market Positioning: Elsevier vs. Springer Nature

Home > Elsevier Connect > Working towards a tr...

Working towards a transition to open access

Thoughtful contributions from the Max Planck Digital Library and the University of California Libraries have shown how gold OA could play a central role; as the world's second largest gold OA publisher, we offer insights to make the transition possible

By Gemma Hersh September 26, 2017

<https://www.elsevier.com/connect/working-towards-a-transition-to-open-access>

versus

Springer Nature is delivering on open access and calls for continued partnership

In four European countries, over 70% of Springer Nature authors now publish via gold open access

Monday 23rd October 2017

<http://group.springernature.com/gp/group/media/press-releases/springer-nature-is-delivering-on-open-access-and-calls-for-conti/15152888>

DEAL and our Times hold Interesting New Lessons

- Elsevier increasingly isolated in Germany
- risk of being exposed as the single lone bad guy
- Major publishers are not united in their positions and market behavior
- growing evidence that transformative agreements are possible
- ...and at price points considerably below the 'regular' Elsevier margins

CONCLUSION:

There is a moment to be seized for the libraries and the research communities world-wide

Thank you for your attention ...

... and please stay tuned and join in!!

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