

## CAUL CONSORTIUM – COVERING EMAIL TO PUBLISHERS AND VENDORS RE OFFERS FOR 2021

21 April 2020

Dear Publishers and Vendors,

The CAUL Consortium is now ready to start receiving offers for the 2021 subscription year. This invitation is being sent earlier than in previous years, following feedback received from Content Coordinators requesting a longer renewal period and anticipating increased time required for review and negotiations. The [Offer Invitation](#) has been prepared to assist you with this process. This document and details provided below, provide all the information vendors require to prepare offers for 2021. Our webpage [For Consortium Vendors](#) includes useful information as well as a copy of the Offer Invitation document.

There are a number of key considerations in regards to 2021 Offers:

### CAUL Consortium COVID-19 response:

New offers and renewals for 2021 will be impacted by COVID-19 related issues, such as diminished university enrolments and unfavourable currency exchange rates, placing further pressures on library budgets. CAUL has endorsed the ICOLC Statement on the [Global COVID-19 Pandemic and Its Impact on Library Services and Resources](#).

The stated objectives of the CAUL Consortium are: *“The Consortium negotiates agreements aligned with strategic initiatives on behalf of member institutions to secure optimal acquisition of digital content, using the best possible pricing models, with the most favourable terms for members, and to deliver significant benefits of cost avoidance, thus ultimately saving Consortium Members both time and money.”* ([See CAUL website](#).)

For reasons already stated, this will be even more pertinent for 2021 and as a result the CAUL Consortium is requesting:

- A minimum starting point of **0% increase** for all 2021 renewals. Please note:
  - If you have already decided upon renewing 2021 subscriptions at this rate, please let me know at your earliest convenience.
  - A renewal offer with a 0% increase will still be subject to consideration by individual consortium members who will still have the opportunity to accept (i.e. renew) or reject the offer (i.e. cancel).
- Review of [CAUL and AOASG’s request that publishers commit to open access scholarly content during the COVID-19 pandemic](#). CAUL has acknowledged that *“The speed with which many publishers have enabled open access to COVID-19 related content is commendable, and some have also taken the significant step of relaxing access restrictions to content more generally”*. We would therefore like publishers to confirm their commitment to the following as part of their proposal (Offer Summary):
  - Ongoing open access to COVID-19 related research publications and data.
  - Making the research available according to FAIR principles enabling research to be Findable, Accessible, Interoperable and Reusable, ideally with an associated Creative Commons open licence.
  - Seamless open access to scholarly content.

#### Other key 2021 Offer considerations:

- Category A Renewals (where vendors issue a group invoice to CAUL and CAUL invoices members on behalf of vendors): For the 2021 subscription year, **CAUL's preference is that vendors invoice members directly**. This will be discussed with the relevant vendors during negotiations.
- 2021 renewal offers will not be processed by CAUL unless **all six elements** listed on page 2 of the 2021 Offer Invitation Document are completed.
- All 6 elements should be submitted as attachments to a **single covering email** to streamline workflow and keep everything together. Some elements may be returned for revision or correction as required during the negotiation stage.
- Included in the 6 elements is the [CAUL Consortium Selected Licence Terms Form for ConsortiaManager](#). As above, 2021 renewal offers will not be processed by CAUL unless this is completed. If the terms form has been submitted previously and there is no change since last submitted, please confirm this in the covering email when submitting the other 5 elements required.
- With regard to the **Key Dates** – the schedule of dates is intended to guide the process and not to be rigidly prescriptive. We understand there will always be exceptions and we will work with each of you to achieve timelines that are optimal for both you and our consortium members.

Please feel free to contact me if you have any queries in relation to this Offer Invitation. We look forward to receiving your offers and acknowledge that in some cases, particularly those involving considerable negotiation, the process may have already begun.

Kind regards  
Angus

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