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Working with CAUL/CEIRC - for (new) publishers and their (new) representatives ....

VALA2018

Thursday 15 February 2018

what is CAUL ….

- 39 Universities Australia member libraries
- 1965 - Committee formed
- 1992 - name change to “Council”
- 1995 - full-time executive officer, now 3.7 FTE staff
  - Education & advocacy – Liaison / Representation
  - Cooperative activities – Statistics, ULA, Performance Indicators & benchmarking, Research data & repositories support, CEIRC program
  - Secretariat, Committee support, Web site, Current awareness

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what is CEIRC ….

(CAUL Electronic Information Resources Consortium)

- universities – 39 in Australia (CAUL members) and 8 in New Zealand, ranging in size from <6,000 FTE to >55,000 FTE
- government research organisations (180 to 6,000 staff FTE)
- government departments
- polytechnics and other higher education institutions

Total 64 institutions

Committee chaired by David Howard (from 2017) with 4 university librarians (one CONZUL) and 2 Datasets Coordinators – reports to CAUL

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CEIRC ….

Since 1996 ….

- government funded ($A2m) trials of online resources (1994-1996) evolved into group purchasing facilitated through CAUL
- no government funding of information resources – the one exception was a capital injection for JSTOR in 2004 – research funds are distributed to libraries at the discretion of the university
- expansion of purchasing group from universities to NFP research organisations, government departments and other higher education institutions – group closed, saturation point
- expansion in the number & type of e-resources purchased – continuing
- expansion of central support from 1 to 3.7 FTE (2013)

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what is different about us *vis à vis* the US or European universities ….

- 80%+ of university library purchasing is off-shore, subject to the vagaries of currency fluctuations
- de-duplication of subscriptions has been underway for decades, leaving less room for reduction in base spend
- the move to e-only started in 1997, and is almost total now
- 50% of universities are multi-campus, but all with single administrations both for the library and the university – law schools and medical schools are not independent but are just other faculties of the university
- 37/39 universities are officially publicly funded, though the average public funding is close to 50% - the other two also receive government funds

#New Zealand is similar on all counts

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how do we operate ….

- Start with members' needs
- Alternative clauses for licences - no strict model
- Checklist for "negotiations"
  and some regular red flags e.g.
  - authorised user definitions
  - walk-in users
  - course-packs and e-reserve
  - inter-library loan
  - indemnity clauses

but

- No one, preferred pricing model (just not current spend)
- No minimum participation
- No schedule of negotiations

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the role of the CAUL Office ….

- Instigation via member, publisher or office
- Negotiation/liaison re price & conditions
- Distribution of information re product, licence, price & trial via email list (ConsortiaManager)
- Collation* of members' responses re trials, subscriptions and purchases
  - Participation list, IP addresses, contacts
- Maintenance of details re members and publishers on web site – the knowledge base
- Invoicing & payments

*except by agreement with vendor ….

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decision-making ….

- self-selected consortium vs consortium licence
  - “Buying club”
- Datasets Coordinator - coordinates communication & decision by given date!
- all of consortium licence - an ideal which requires either
  - top-sliced or additional funding

  or
  - internal agreement about what is wanted and how much the individual institutions are prepared to pay for it

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cost-sharing ….

- Determined by/with** publisher & passed on to group e.g.
  - Subscription history (current spend – was appropriate in its day but does not have the flexibility required – require parameters which change with the university's requirements)
  - Percentage discount by volume
    - # Institutions
    - # Databases
    - # Titles
  - EFTSU / FTE - all or discipline-specific
  - Carnegie Classification (fairly blunt instrument, but not as blunt as some new tier models)

** see CAUL principles & framework for pricing models

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cost-sharing ….

- Determined within consortium e.g.
  - Equal share
  - FTE-based – weighted, relevant
  - Usage-based – NOT in any direct way
  - Resources budget

  or
  - … a combination of the above e.g. 50% equal share (entry level) + 50% FTE-based
  - … or what it is worth to the institution e.g. NAAL (Alabama)

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CEIRC Principles & Framework for Pricing Models

Principles

- Annual price increase capped at CPI
- Current print spend model is not valid so should not be a factor in price model
- Price model should be able to reflect changes in institution and environment over time – move with size (FTE) and nature (disciplines, research intensity) – both up and down
  - Build research performance into model as appropriate
  - Site pricing not compatible with online publishing
- Avoid volatile factors such as usage
- Different products may lead to different models
- Genuine approaches to flexibility

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Framework for Approaching New Pricing Models

Sustainable pricing model should address:

- Rebased pricing model which reflects the product (type, discipline, level) and the subscribing university (size, weight, nature) constructed with parameters that are appropriate, readily available, transparent and valid
- Agreed annual price movements
- Agreed framework for adding and removing content
- Agreed timeframe for regular recalibration of rebased model, recognising that numbers may decline or increase
- Transition plan to the new model, dependent on quantum increase or decrease for subscribers, negotiated within CAUL

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the role of the vendor

Presentation of proposals:

- Content = product description, pricing model, licence template, current subscribers' list, data sources;

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Migration to ConsortiaManager

- What is the same?
  - For “full-service” vendor support, CAUL will continue to collect responses & process invoices centrally;
- What is different?
  - For “part-service” vendor support (where vendors have been collecting responses and/or invoicing subscribers directly:
    - All renewals to be processed via CM;
    - “Orders” will be generated via CM;

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- Presentation
  - New proposals/licences – Word (to allow CAUL to mark-up with comments etc.), tables in Excel (with formulae);
  - Revised proposals/licences – marked-up from previous proposal;
  - Every document to include author & update date within the document (filename is not sufficient);
  - Lists of institutions to be in alpha order, by the correct name of the institution (no abbreviations);
  - Spreadsheet to be formatted for efficient viewing by the customer i.e. freeze panes, enable column filters, print set-up to retain headers on each page, consistent font choice and size, etc.

- Communication with the customers
  - marketing;
  - trials;
  - receiving orders (unless agreed that CAUL does this);
  - invoicing (unless …);
    - if vendor receives orders, should also invoice; verso does not work well;
  - managing licence signatures (unless …)
    - for agreed CAUL licence template

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Information for new vendors ….

Useful links on the CAUL website (please bookmark):

- CAUL/CEIRC purchasing group members: http://www.caul.edu.au/caul-programs/ceirc/participants)
  This page includes official FTE numbers, IP ranges and all contact details for members (all CAUL, CONZUL members and our external participants).
- http://www.caul.edu.au/caul-programs/ceirc/publishers
  This page includes links to our information about your company and its offers to CAUL/CEIRC.
- http://www.caul.edu.au/caul-programs/ceirc/offers
  This page includes details of the most recent offer to CAUL/CEIRC for given products. (When the offer is superseded, the previous details are deleted from this page, but stay accessible under your company page on the web site.)
- http://www.caul.edu.au/caul-programs/ceirc/licence-management
  This page provides resources for our members, but also includes links to model licences, and our very own model clauses - for use when any proposed licence includes an unacceptable clause.

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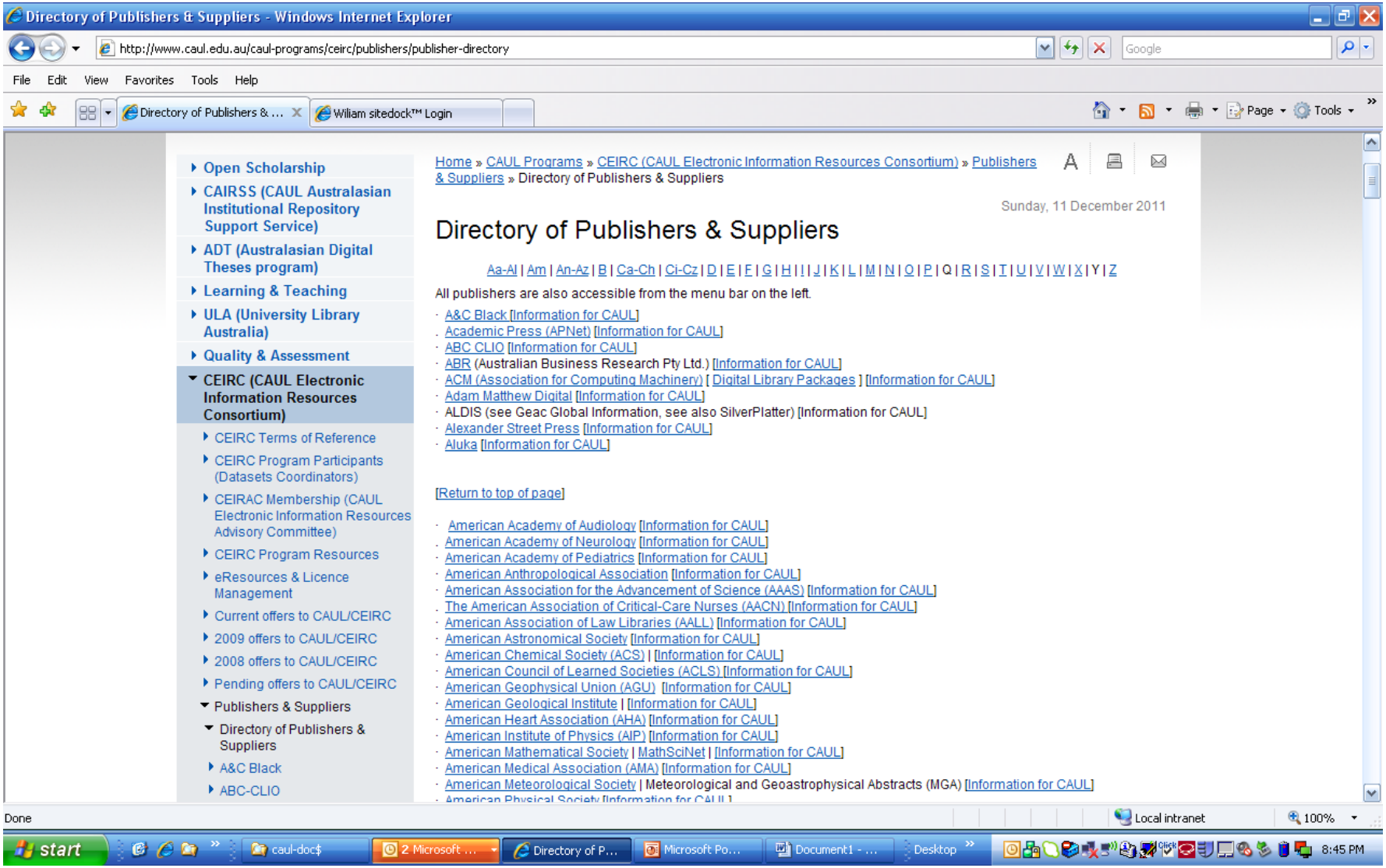

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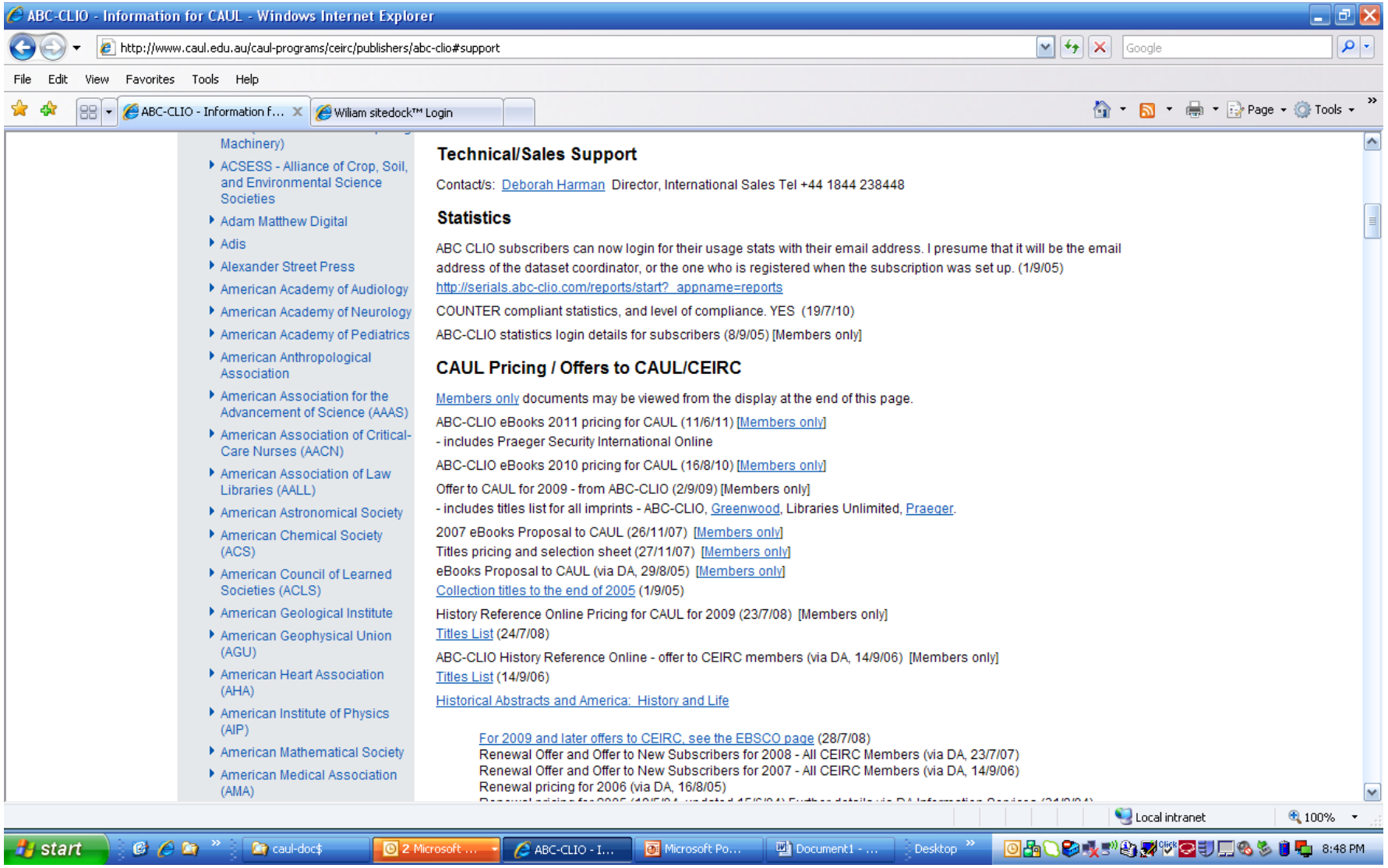

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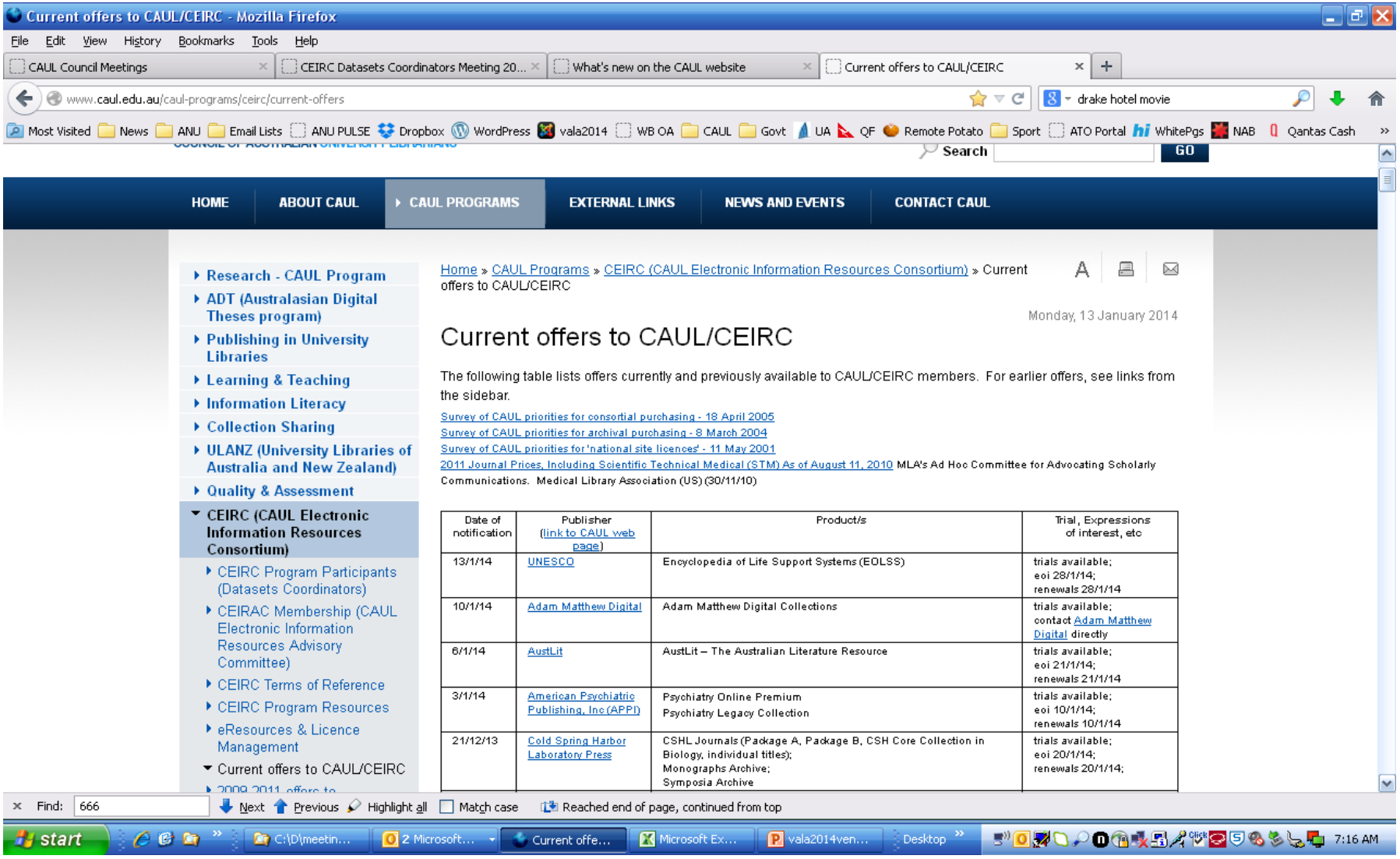

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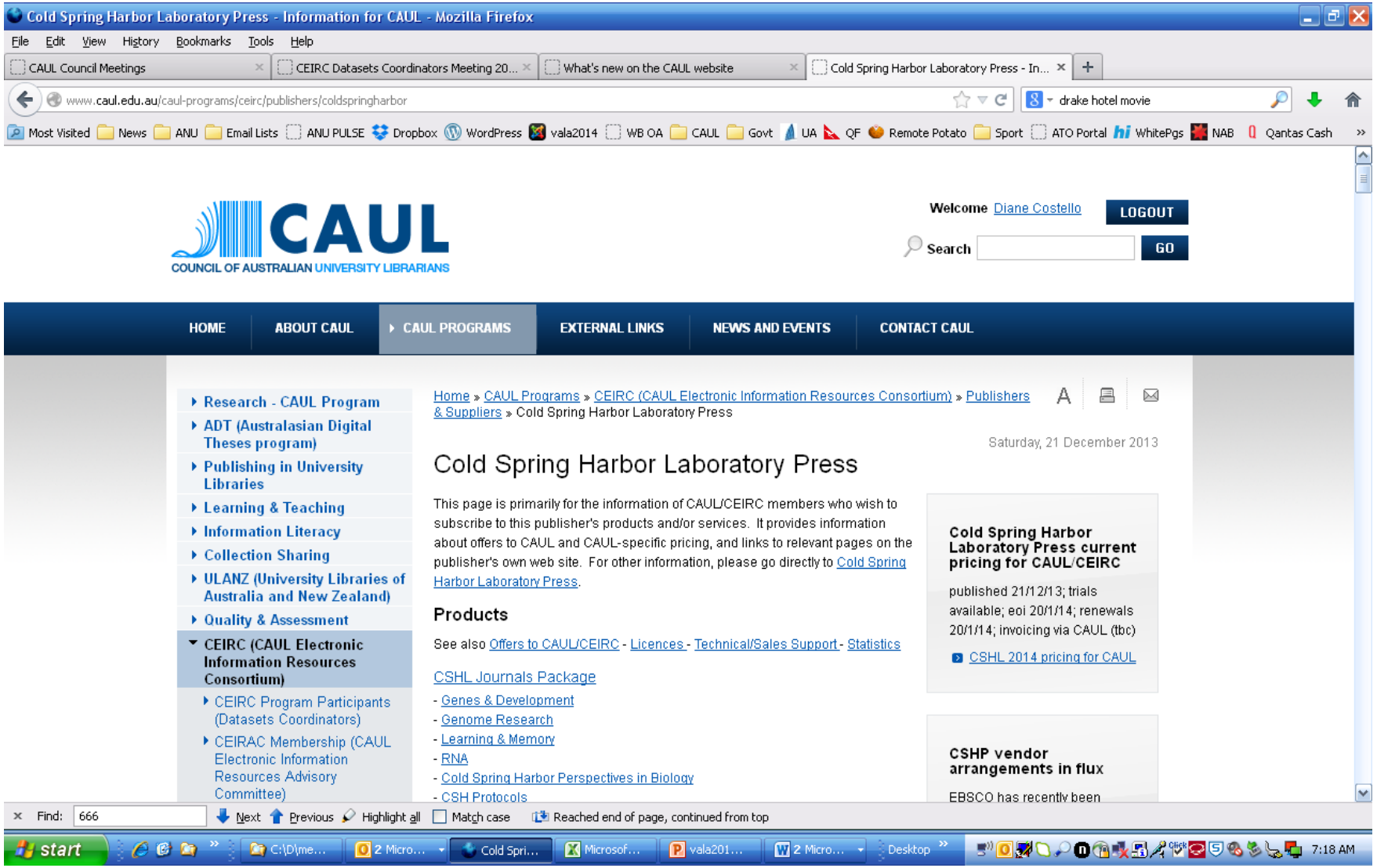

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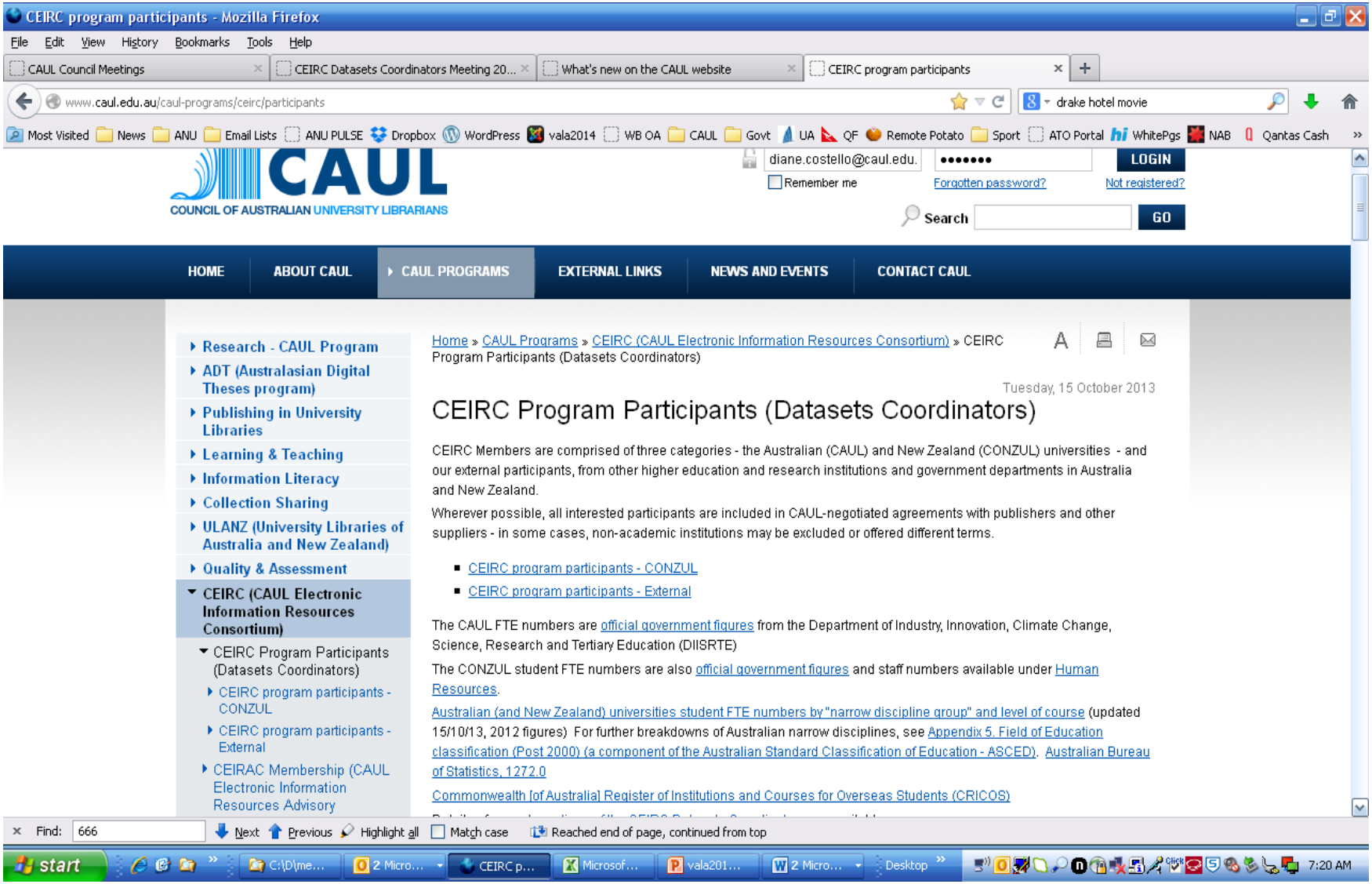

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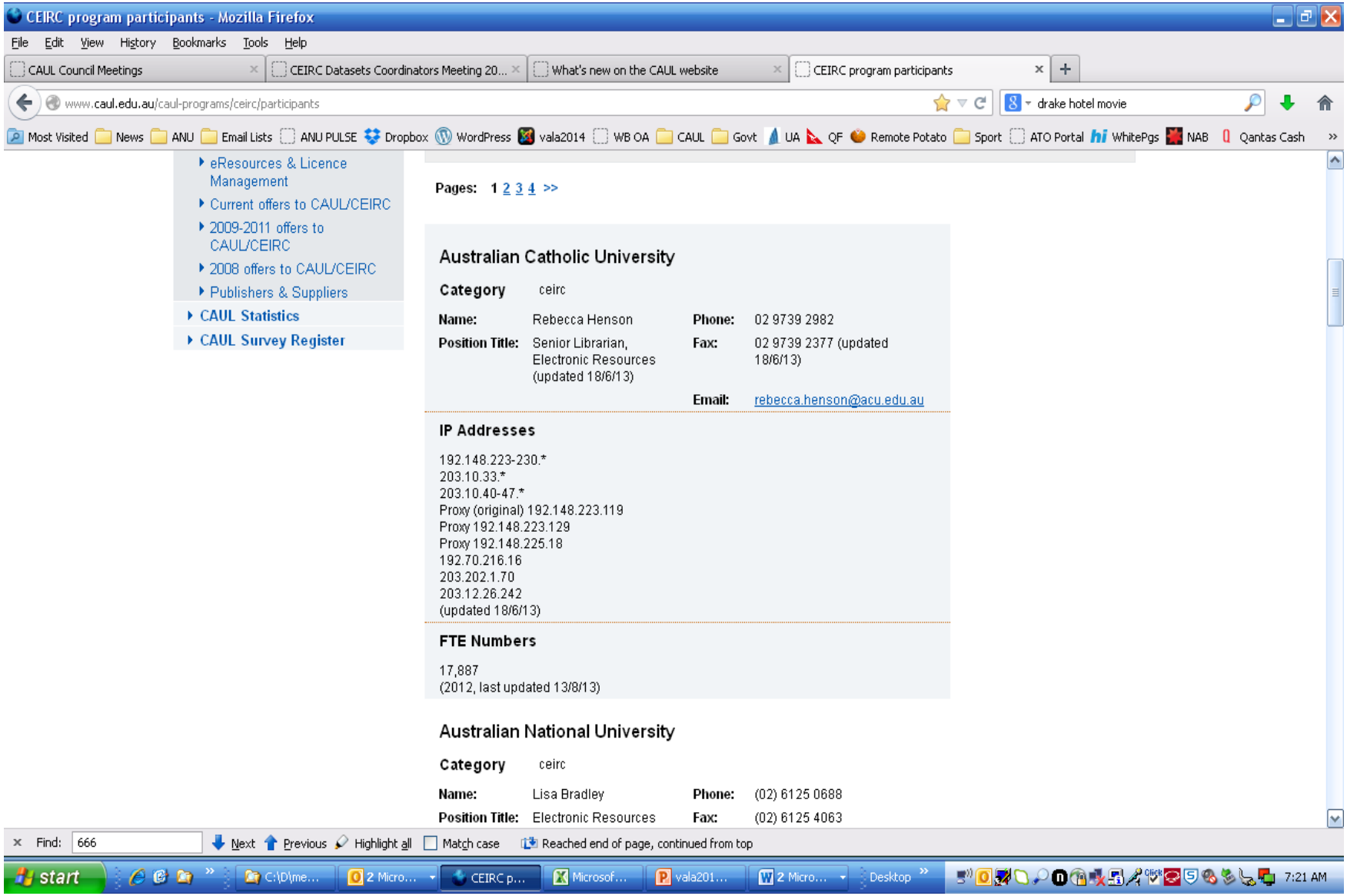

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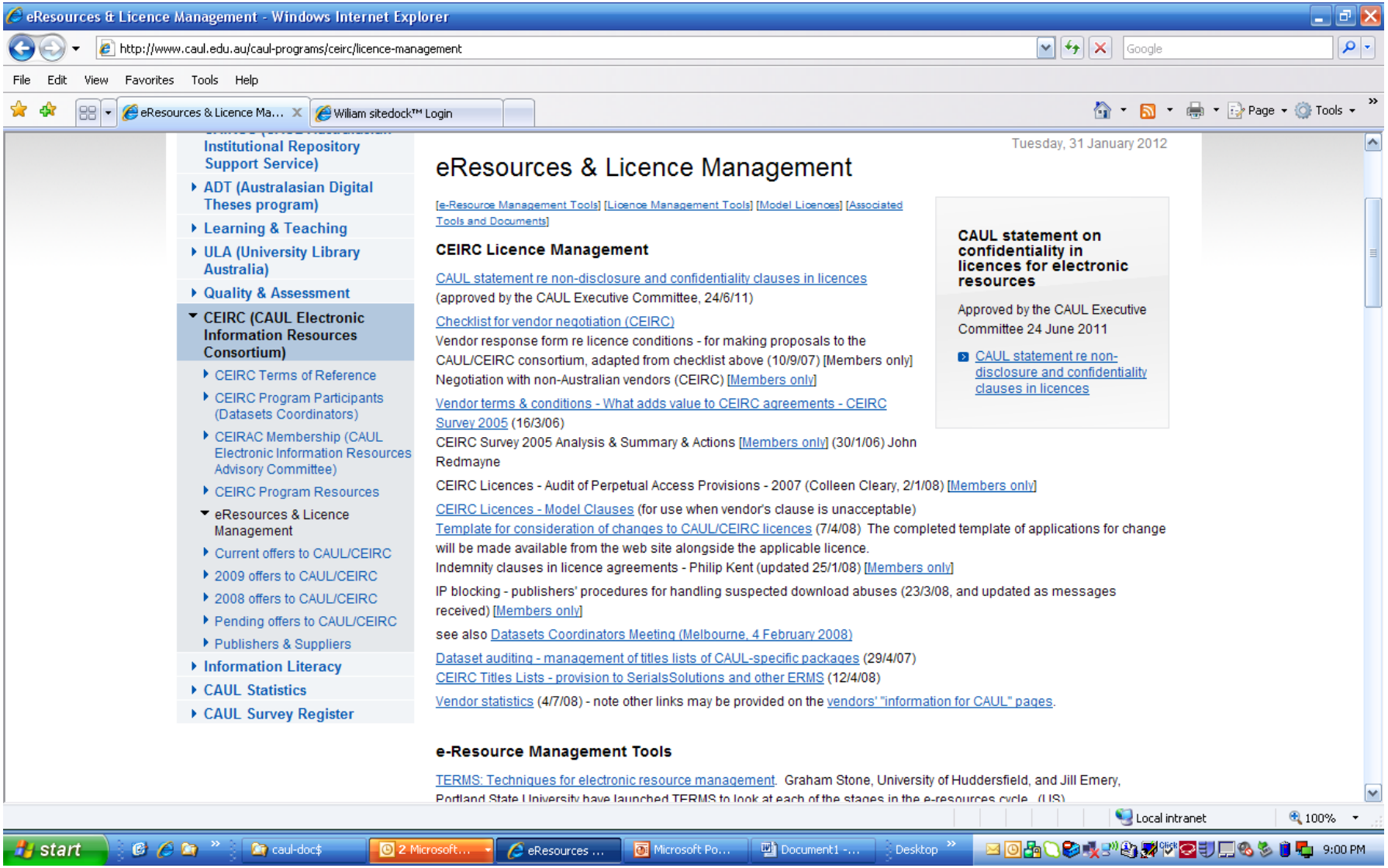

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