

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

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

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)

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

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

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

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

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

cost-sharing

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

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

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

the role of the vendor

Presentation of proposals:

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

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;

• 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

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.

CAUL Programs - Windows Internet Explorer

http://www.caul.edu.au/caul-programs

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CAUL Programs William sitedock™ Login

CAUL
COUNCIL OF AUSTRALIAN UNIVERSITY LIBRARIANS

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Open Scholarship
CAIRSS (CAUL Australasian Institutional Repository Support Service)
ADT (Australasian Digital Theses program)
Learning & Teaching
ULA (University Library Australia)
Quality & Assessment
CEIRC (CAUL Electronic Information Resources Consortium)
Information Literacy
CAUL Statistics
CAUL Survey Register

[Home](#) » CAUL Programs

CAUL Programs

The CAUL [strategic plan](#) emphasises collaborative activities which will contribute to the achievement of key objectives including:

- optimising student learning outcomes;
- maximising the potential of libraries to contribute to graduate attributes;
- maximising the information resources available to researchers, and the facilitation of their access;
- promoting continuous improvement in university libraries, and
- advocating effective policies and an appropriate legal and regulatory environment.

CAUL and its members are currently engaged in a range of major activities:

the [CAIRSS \(CAUL Australian Institutional Repository Support Service\)](#), which has effectively superseded the [Australian Digital Theses](#) program;

contribution to the enhancement of open scholarship through [COSI](#) and [SPARC](#);

[University Library Australia](#): the national borrowing scheme for Australian university students and staff, cooperative provision, since 1992, of access to electronic journals & databases through the [CEIRC program](#);

determination of [performance indicators](#) for academic libraries;

Saturday, 11 September 2010

(2) Microsoft Office Outlook

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Directory of Publishers & Suppliers - Windows Internet Explorer

http://www.caul.edu.au/caul-programs/ceirc/publishers/publisher-directory

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Sunday, 11 December 2011

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All publishers are also accessible from the menu bar on the left.

- [A&C Black](#) [Information for CAUL]
- [Academic Press \(APNet\)](#) [Information for CAUL]
- [ABC CLIO](#) [Information for CAUL]
- [ABR](#) (Australian Business Research Pty Ltd.) [Information for CAUL]
- [ACM](#) (Association for Computing Machinery) [Digital Library Packages] [Information for CAUL]
- [Adam Matthew Digital](#) [Information for CAUL]
- [ALDIS](#) (see Geac Global Information, see also SilverPlatter) [Information for CAUL]
- [Alexander Street Press](#) [Information for CAUL]
- [Aluka](#) [Information for CAUL]

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- [American Heart Association \(AHA\)](#) [Information for CAUL]
- [American Institute of Physics \(AIP\)](#) [Information for CAUL]
- [American Mathematical Society](#) | [MathSciNet](#) | [Information for CAUL]
- [American Medical Association \(AMA\)](#) [Information for CAUL]
- [American Meteorological Society](#) | [Meteorological and Geostrophysical Abstracts \(MGA\)](#) [Information for CAUL]
- [American Physical Society](#) [Information for CAUL]

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ABC-CLIO - Information for CAUL - Windows Internet Explorer

http://www.caul.edu.au/aul-programs/ceirc/publishers/abc-clio

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Tuesday, 25 October 2011

Institutional Repository Support Service)

- ▶ ADT (Australasian Digital Theses program)
- ▶ Learning & Teaching
- ▶ ULA (University Library Australia)
- ▶ Quality & Assessment
- ▼ **CEIRC (CAUL Electronic Information Resources Consortium)**
 - ▶ CEIRC Terms of Reference
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ABC-CLIO

This page is primarily for the information of CAUL/CEIRC members who wish to subscribe to this publisher's products and/or services. It provides information about offers to CAUL and CAUL-specific pricing, and links to relevant pages on the publisher's own web site. For other information, please go directly to [ABC-CLIO](#).

Products

See also [Offers to CAUL/CEIRC - Licences - Technical/Sales Support - Statistics](#)

[World Religions: Belief, Culture, and Controversy \(Academic\)](#)

This comprehensive reference resource provides a virtual textbook that covers religion across the globe, making student research on faith and belief across humanity easier, and enabling a deeper understanding of the complex issues facing us in the 21st century. (25/10/11)

[ABC CLIO eBook Collection](#)

Including History Reference Online

[Tour of eBook Program.](#)

[eBooks - eBook Title List - All eBooks](#) (24/7/08)

[eBook Collections to 2005](#) (24/7/08)

[eBooks -- History Reference Online - Complete eBook Title List](#) (24/7/08)

Licences

[eBOOKS 2009 PURCHASE and SITE LICENSE AGREEMENT](#). (24/8/10, valid 27/6/11)

History Reference Online [Site License Agreement](#) (23/7/08)

[Serials Site License Agreement: America: History and Life, Historical Abstracts](#) (ABC-Clío 15/6/04, still valid 22/9/06)

Use of content in course-packs or electronic reserve & linking direct to article level - CONTACT PERMISSIONS@abc-clio.com when this is required (19/7/10)

Perpetual access conditions (for subscriptions to journals and books) - Included in license section 1.1 (19/7/10)

Historical Abstracts and America: History & Life have been set up via EBSCOhost

NEWS (9/1/08): From Tim Colvey - I can advise that Historical Abstracts and America: History & Life have been set up via EBSCOhost for all Australian & New Zealand university customers. We are currently reviewing each customer's set up to ensure that HA and AHL are appearing on all appropriate EBSCOhost profiles (per customer). ...Additionally, we will send out a communication shortly to advise that HA and AHL are now available on EBSCOhost and to request notification from customers if they cannot "see" these databases via their individual EBSCOhost profiles.

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http://www.caul.edu.au/caul-programs/ceirc/publishers/abc-clio/support

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Machinery

- ▶ ACSESS - Alliance of Crop, Soil, and Environmental Science Societies
- ▶ Adam Matthew Digital
- ▶ Adis
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- ▶ American Academy of Neurology
- ▶ American Academy of Pediatrics
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- ▶ American Heart Association (AHA)
- ▶ American Institute of Physics (AIP)
- ▶ American Mathematical Society
- ▶ American Medical Association (AMA)

Technical/Sales Support

Contact/s: [Deborah Harman](#) Director, International Sales Tel +44 1844 238448

Statistics

ABC CLIO subscribers can now login for their usage stats with their email address. I presume that it will be the email address of the dataset coordinator, or the one who is registered when the subscription was set up. (1/9/05)

http://serials.abc-clio.com/reports/start?_appname=reports

COUNTER compliant statistics, and level of compliance. YES (19/7/10)

ABC-CLIO statistics login details for subscribers (8/9/05) [Members only]

CAUL Pricing / Offers to CAUL/CEIRC

[Members only](#) documents may be viewed from the display at the end of this page.

ABC-CLIO eBooks 2011 pricing for CAUL (11/6/11) [\[Members only\]](#)

- includes Praeger Security International Online

ABC-CLIO eBooks 2010 pricing for CAUL (16/8/10) [\[Members only\]](#)

Offer to CAUL for 2009 - from ABC-CLIO (2/9/09) [Members only]

- includes titles list for all imprints - ABC-CLIO, [Greenwood](#), Libraries Unlimited, [Praeger](#).

2007 eBooks Proposal to CAUL (26/11/07) [\[Members only\]](#)

Titles pricing and selection sheet (27/11/07) [\[Members only\]](#)

eBooks Proposal to CAUL (via DA, 29/8/05) [\[Members only\]](#)

[Collection titles to the end of 2005](#) (1/9/05)

History Reference Online Pricing for CAUL for 2009 (23/7/08) [Members only]

[Titles List](#) (24/7/08)

ABC-CLIO History Reference Online - offer to CEIRC members (via DA, 14/9/06) [Members only]

[Titles List](#) (14/9/06)

[Historical Abstracts and America: History and Life](#)

[For 2009 and later offers to CEIRC, see the EBSCO page](#) (28/7/08)

Renewal Offer and Offer to New Subscribers for 2008 - All CEIRC Members (via DA, 23/7/07)

Renewal Offer and Offer to New Subscribers for 2007 - All CEIRC Members (via DA, 14/9/06)

Renewal pricing for 2006 (via DA, 16/8/05)

Renewal pricing for 2005 (16/8/05) (updated 15/10/04) Further details via DA Information Services (24/10/04)

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Monday, 13 January 2014

Current offers to CAUL/CEIRC

The following table lists offers currently and previously available to CAUL/CEIRC members. For earlier offers, see links from the sidebar.

[Survey of CAUL priorities for consortial purchasing - 18 April 2005](#)
[Survey of CAUL priorities for archival purchasing - 8 March 2004](#)
[Survey of CAUL priorities for 'national site licences' - 11 May 2001](#)
[2011 Journal Prices, Including Scientific Technical Medical \(STM\) As of August 11, 2010](#) MLA's Ad Hoc Committee for Advocating Scholarly Communications. Medical Library Association (US) (30/11/10)

Date of notification	Publisher (link to CAUL web page)	Product/s	Trial, Expressions of interest, etc
13/1/14	UNESCO	Encyclopedia of Life Support Systems (EOLSS)	trials available; eoi 28/1/14; renewals 28/1/14
10/1/14	Adam Matthew Digital	Adam Matthew Digital Collections	trials available; contact Adam Matthew Digital directly
6/1/14	AustLit	AustLit – The Australian Literature Resource	trials available; eoi 21/1/14; renewals 21/1/14
3/1/14	American Psychiatric Publishing, Inc (APPI)	Psychiatry Online Premium Psychiatry Legacy Collection	trials available; eoi 10/1/14; renewals 10/1/14
21/12/13	Cold Spring Harbor Laboratory Press	CSHL Journals (Package A, Package B, CSH Core Collection in Biology, individual titles); Monographs Archive; Symposia Archive	trials available; eoi 20/1/14; renewals 20/1/14;

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www.caul.edu.au/caul-programs/ceirc/publishers/coldspringharbor

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Saturday, 21 December 2013

Cold Spring Harbor Laboratory Press

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Products

See also [Offers to CAUL/CEIRC - Licences - Technical/Sales Support - Statistics](#)

[CSHL Journals Package](#)

- [Genes & Development](#)
- [Genome Research](#)
- [Learning & Memory](#)
- [RNA](#)
- [Cold Spring Harbor Perspectives in Biology](#)
- [CSH Protocols](#)

Cold Spring Harbor Laboratory Press current pricing for CAUL/CEIRC

published 21/12/13; trials available; eoi 20/1/14; renewals 20/1/14; invoicing via CAUL (tbc)

[CSHL 2014 pricing for CAUL](#)

CSHP vendor arrangements in flux

EBSCO has recently been

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 ▶ CEIRC program participants - External
 ▶ CEIRAC Membership (CAUL Electronic Information Resources Advisory

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Tuesday, 15 October 2013

CEIRC Program Participants (Datasets Coordinators)

CEIRC Members are comprised of three categories - the Australian (CAUL) and New Zealand (CONZUL) universities - and our external participants, from other higher education and research institutions and government departments in Australia and New Zealand.

Wherever possible, all interested participants are included in CAUL-negotiated agreements with publishers and other suppliers - in some cases, non-academic institutions may be excluded or offered different terms.

- CEIRC program participants - CONZUL
- CEIRC program participants - External

The CAUL FTE numbers are [official government figures](#) from the Department of Industry, Innovation, Climate Change, Science, Research and Tertiary Education (DIISRTE)

The CONZUL student FTE numbers are also [official government figures](#) and staff numbers available under [Human Resources](#).

[Australian \(and New Zealand\) universities student FTE numbers by "narrow discipline group" and level of course](#) (updated 15/10/13, 2012 figures) For further breakdowns of Australian narrow disciplines, see [Appendix 5. Field of Education classification \(Post 2000\) \(a component of the Australian Standard Classification of Education - ASCED\)](#). [Australian Bureau of Statistics, 1272.0](#)

[Commonwealth of Australia Register of Institutions and Courses for Overseas Students \(CRICOS\)](#)

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Australian Catholic University

Category ceirc

Name: Rebecca Henson **Phone:** 02 9739 2982

Position Title: Senior Librarian, Electronic Resources (updated 18/6/13) **Fax:** 02 9739 2377 (updated 18/6/13)

Email: rebecca.henson@acu.edu.au

IP Addresses

192.148.223-230.*
 203.10.33.*
 203.10.40-47.*
 Proxy (original) 192.148.223.119
 Proxy 192.148.223.129
 Proxy 192.148.225.18
 192.70.216.16
 203.202.1.70
 203.12.26.242
 (updated 18/6/13)

FTE Numbers

17,887
 (2012, last updated 13/8/13)

Australian National University

Category ceirc

Name: Lisa Bradley **Phone:** (02) 6125 0688

Position Title: Electronic Resources **Fax:** (02) 6125 4063

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eResources & Licence Management - Windows Internet Explorer

http://www.caul.edu.au/caul-programs/ceirc/licence-management

File Edit View Favorites Tools Help

eResources & Licence Ma... William sitedock™ Login

Tuesday, 31 January 2012

eResources & Licence Management

[\[e-Resource Management Tools\]](#) [\[Licence Management Tools\]](#) [\[Model Licences\]](#) [\[Associated Tools and Documents\]](#)

CEIRC Licence Management

[CAUL statement re non-disclosure and confidentiality clauses in licences](#)
(approved by the CAUL Executive Committee, 24/6/11)

[Checklist for vendor negotiation \(CEIRC\)](#)
Vendor response form re licence conditions - for making proposals to the CAUL/CEIRC consortium, adapted from checklist above (10/9/07) [Members only]
Negotiation with non-Australian vendors (CEIRC) [Members only]

[Vendor terms & conditions - What adds value to CEIRC agreements - CEIRC Survey 2005](#) (16/3/06)
CEIRC Survey 2005 Analysis & Summary & Actions [Members only] (30/1/06) John Redmayne

CEIRC Licences - Audit of Perpetual Access Provisions - 2007 (Colleen Cleary, 2/1/08) [Members only]

[CEIRC Licences - Model Clauses](#) (for use when vendor's clause is unacceptable)
[Template for consideration of changes to CAUL/CEIRC licences](#) (7/4/08) The completed template of applications for change will be made available from the web site alongside the applicable licence.
Indemnity clauses in licence agreements - Philip Kent (updated 25/1/08) [Members only]

IP blocking - publishers' procedures for handling suspected download abuses (23/3/08, and updated as messages received) [Members only]

see also [Datasets Coordinators Meeting \(Melbourne, 4 February 2008\)](#)

[Dataset auditing - management of titles lists of CAUL-specific packages](#) (29/4/07)
[CEIRC Titles Lists - provision to SerialsSolutions and other ERMS](#) (12/4/08)
[Vendor statistics](#) (4/7/08) - note other links may be provided on the [vendors' "information for CAUL" pages](#).

e-Resource Management Tools

[TERMS: Techniques for electronic resource management](#). Graham Stone, University of Huddersfield, and Jill Emery, Portland State University have launched TERMS to look at each of the stages in the e-resources cycle. (LIS)

Institutional Repository Support Service)

- ▶ ADT (Australasian Digital Theses program)
- ▶ Learning & Teaching
- ▶ ULA (University Library Australia)
- ▶ Quality & Assessment
- ▼ CEIRC (CAUL Electronic Information Resources Consortium)
 - ▶ CEIRC Terms of Reference
 - ▶ CEIRC Program Participants (Datasets Coordinators)
 - ▶ CEIRAC Membership (CAUL Electronic Information Resources Advisory Committee)
 - ▶ CEIRC Program Resources
 - ▼ eResources & Licence Management
 - ▶ Current offers to CAUL/CEIRC
 - ▶ 2009 offers to CAUL/CEIRC
 - ▶ 2008 offers to CAUL/CEIRC
 - ▶ Pending offers to CAUL/CEIRC
 - ▶ Publishers & Suppliers
 - ▶ Information Literacy
 - ▶ CAUL Statistics
 - ▶ CAUL Survey Register

CAUL statement on confidentiality in licences for electronic resources

Approved by the CAUL Executive Committee 24 June 2011

▶ [CAUL statement re non-disclosure and confidentiality clauses in licences](#)

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