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2022

### What's the Big Deal? The Future of Publisher Agreements

Josh Cromwell

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# What's the Big Deal?

The Future of Publisher Agreements

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University of Southern Mississippi Libraries

MLA/SELA Annual Conference 2022

# What's the Big Deal with the Big Deal?

POPULAR RESOURCES

## Big Deal Knowledge Base

Open Access

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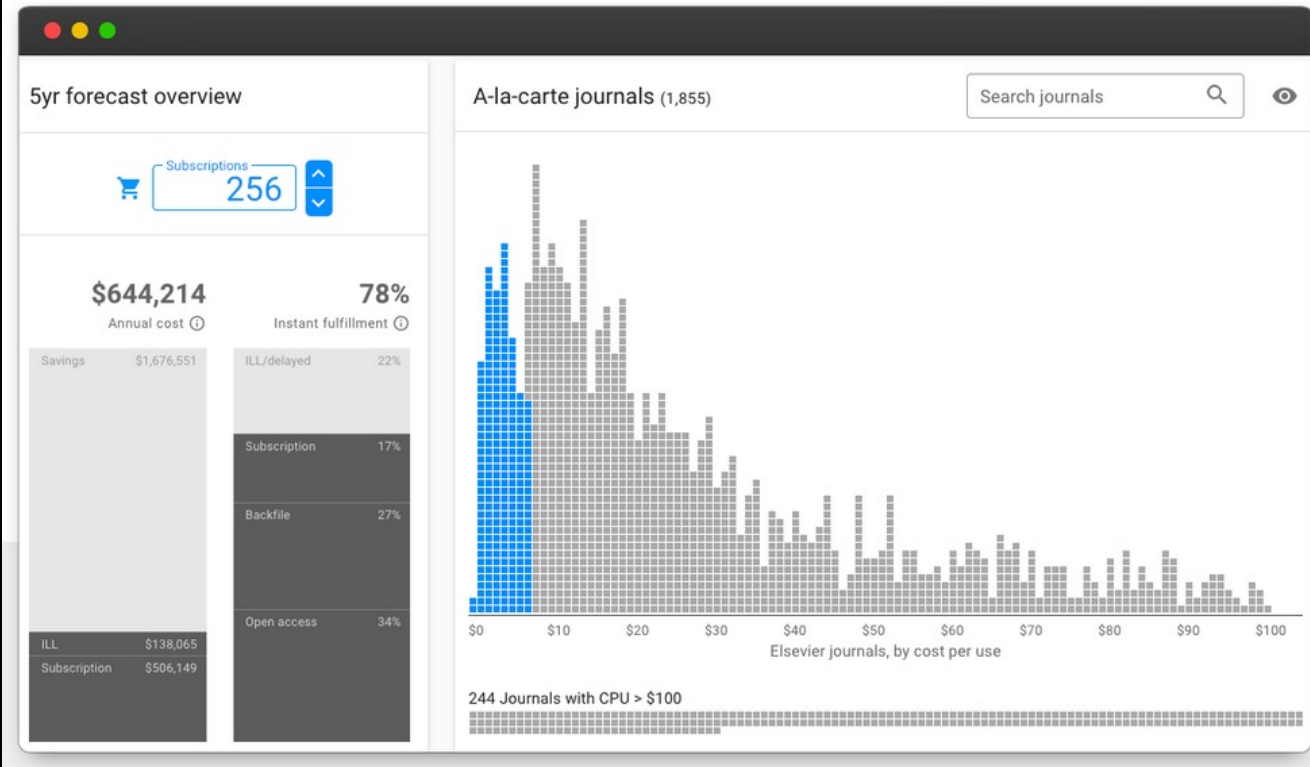
This new product makes the serials market more transparent and efficient by detailing what thousands of peer institutions have paid for journal subscription packages. Individual institutions can use these pricing data, as well as the other resources on this site, to understand best practices in the field, make clearer assessments about the suitability of Big Deals, and better inform negotiations. SPARC has invested resources and development to collect and standardize these data. The Big Deal Knowledge Base helps the market work better and lowers the transaction costs of finding already public information. This is intended to help universities plan better.

# Unsub

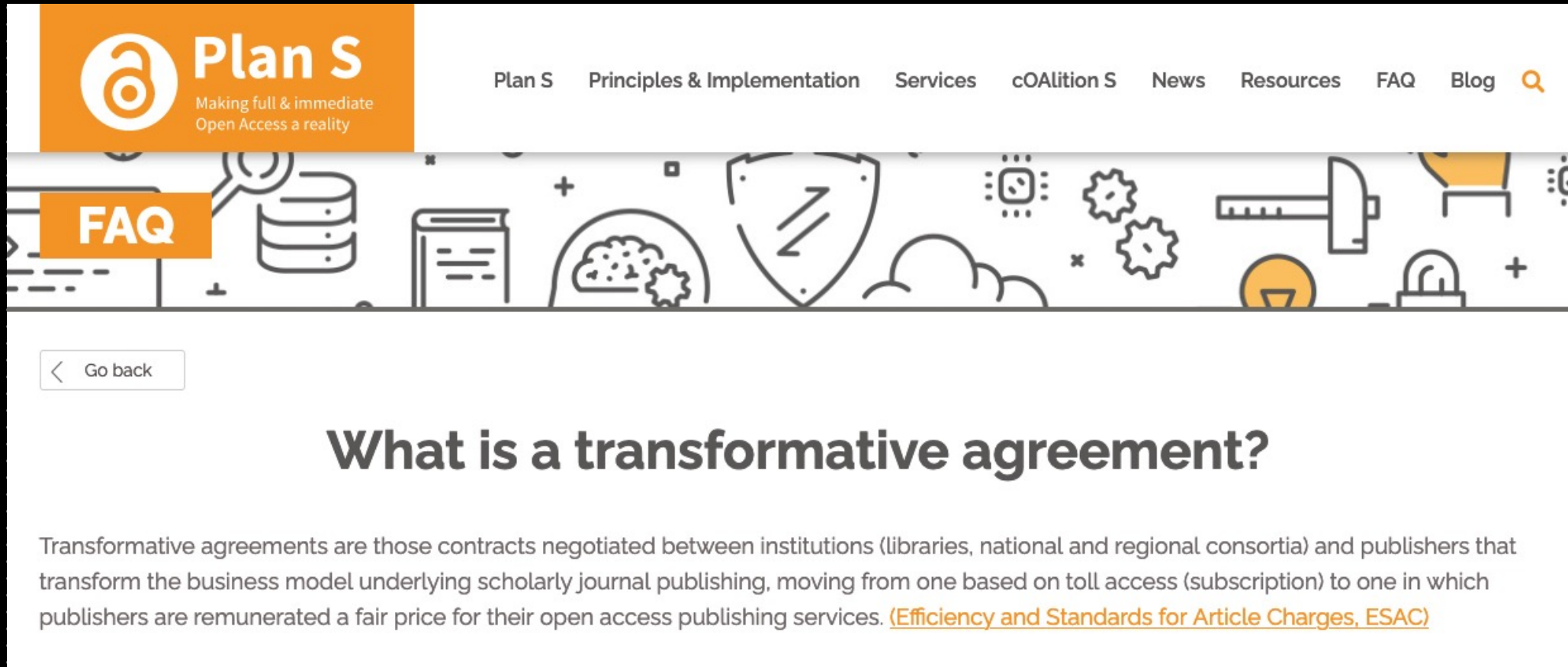
## A better way to analyze your Big Deal.

The Unsub dashboard helps you reevaluate your deal's value, and understand your cancellation options.

GET DEMO



# Transformative Agreements



The image shows a screenshot of the Plan S website. At the top left, there is an orange header with the Plan S logo (a stylized 'S' inside a circle) and the text "Plan S Making full & immediate Open Access a reality". To the right of this header is a navigation menu with links for "Plan S", "Principles & Implementation", "Services", "cOAlition S", "News", "Resources", "FAQ", and "Blog", followed by a search icon. Below the navigation menu is a decorative banner with various icons representing different aspects of open access and research. On the left side of this banner, there is an orange box with the text "FAQ". Below the banner, there is a "Go back" button with a left-pointing arrow. The main content area features a large heading "What is a transformative agreement?" followed by a paragraph of text explaining the concept of transformative agreements and their impact on scholarly journal publishing. The text includes a link to a document titled "Efficiency and Standards for Article Charges, ESAC".

Plan S  
Making full & immediate  
Open Access a reality

Plan S Principles & Implementation Services cOAlition S News Resources FAQ Blog

FAQ

< Go back

## What is a transformative agreement?

Transformative agreements are those contracts negotiated between institutions (libraries, national and regional consortia) and publishers that transform the business model underlying scholarly journal publishing, moving from one based on toll access (subscription) to one in which publishers are remunerated a fair price for their open access publishing services. [\(Efficiency and Standards for Article Charges, ESAC\)](#)

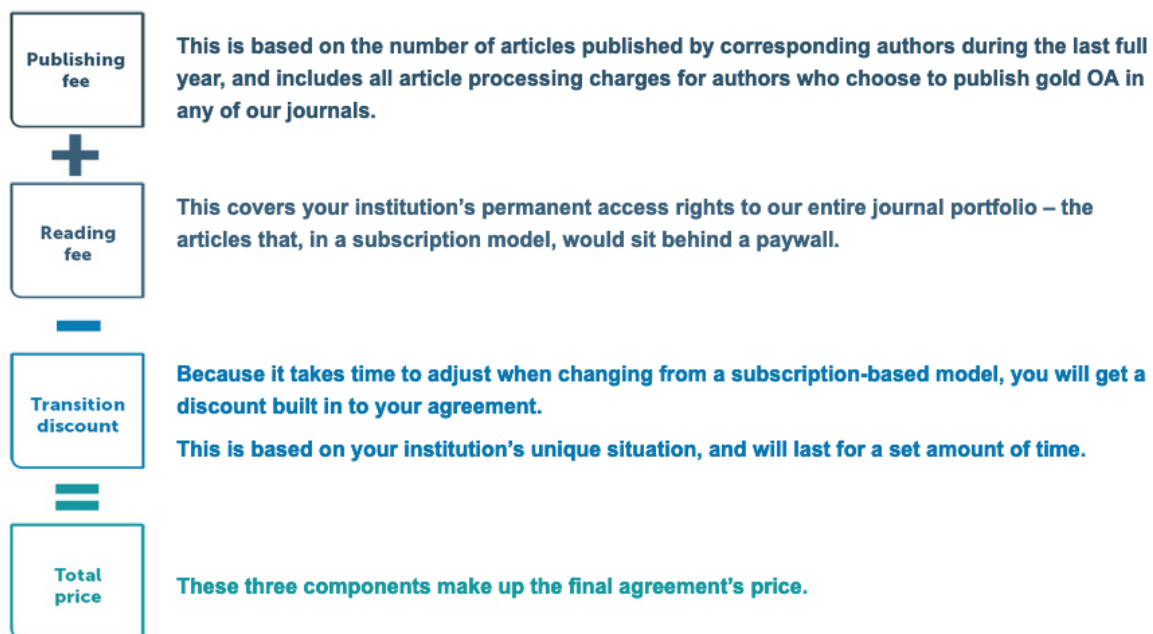
# Read and Publish

## What is Read & Publish?

It's an alternative to the traditional subscription model. It helps both authors and institutions gradually tip the balance of their publishing output towards open access, making the process easier and more financially viable.

## How does it work?

With a Read & Publish agreement in place at their institution, article processing charges (APCs) will be covered by the institution in all hybrid Royal Society of Chemistry journals so that authors can publish gold Open Access (OA). Authors will also receive a 15% discount on APCs for gold OA Royal Society of Chemistry journals\*, and readers will have access to every paper in our journal portfolio.



*\*This may vary based on the agreement your institution has with the Royal Society of Chemistry*

# Publish and Read

## Publish and Read 2023–25

*"The Microbiology Society's Publish and Read has been a key tool in our teaching and research areas. It has improved accessibility of research outputs and by supporting Open Access it has increased citations of OA articles and helped raise our organisational profile."* Macquarie University, Australia

From 2023 all subscribers to the Society journals are invited to upgrade to a Publish and Read deal and quotes to do so will be sent with renewal notices. Institutions that buy a Publish and Read package are offered:

- **Unlimited OA:** any article published in Society journals where the corresponding author is from a Publish and Read institution will be OA by default.
- **Unlimited usage:** any user associated with a Publish and Read institution can access the entire archive of Society content, back to 1947, for reading and for text and data mining.

Following two successful pilot years, The Microbiology Society is extending its Publish and Read institutional licence so that more organisations and researchers can participate and benefit from Open Access (OA) publishing.

Publish and Read is designed to offer a frictionless OA experience for authors, and provides maximum value for institutions, with minimum administration. It offers institutions an alternative to both subscriptions and article processing charges (APCs), although both of these routes will still be available.

The price of participation for upgrading to Publish and Read will depend on the number of subscriptions taken in 2022. Libraries that subscribe to only one title would initially be assigned to tier 1, those subscribing to all four, to tier 4. This strategy provides a bridging conversion from read-only subscriptions to an OA model and is designed to anchor spend to existing levels. The tier assigned during the conversion will apply for three years 2022–24, allowing institutions to gain experience and understanding of the model, before pivoting to a 'publish' basis of determining the appropriate tier.

The tier pricing of Publish and Read for 2023 is as follows:

Entitlements for all tiers	Tier	GB £ price	US \$ price
Unlimited OA publishing	1	£2,150	\$3,750
Unlimited read access to all paywalled content on <a href="http://www.microbiologyresearch.org">www.microbiologyresearch.org</a>	2	£4,250	\$6,750
	3	£6,500	\$9,750
	4	£8,500	\$12,250

# Subscribe to Open



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## Subscribe to Open

Subscribe to Open (S2O) is a business model that uses subscription payments to convert gated access journals to full open access (OA).

Under S2O, institutional customers continue to subscribe to the journals that their patrons value. If support is sufficient, new volumes are published OA under a Creative Commons license; if support is insufficient, the paywall is retained. Thus, S2O is a subscription model, not a voluntary donation approach. It offers a partnership for rapid and equitable conversion to OA for readers and authors in all disciplines.

S2O provides Diamond OA, meaning that the article is immediately available with no access barrier and no author fee.

S2O is endorsed by OA2020 and by COAlition S.

S2O is inclusive; it is applicable to all readers and authors, in all disciplines, in all countries.



# Community Action Publishing

## HOW IT WORKS

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1. **Cost to publish is assessed based on publication needs of both corresponding and contributing authors** so the cost of publishing is distributed more equitably among representative institutions
2. **Institutions commit to a yearly flat fee**, ensuring their researchers receive access to unlimited publishing opportunities in *PLOS Biology*, *PLOS Medicine*, and *PLOS Sustainability and Transformation*.
3. **Revenue exceeding the community targets goes back to members at renewal**. Our margins are capped so the more institutions who join in this effort, the lower costs become for all.

For more information about Community Action Publishing, membership fees, and how you can participate, [read our FAQ](#)

## Publishing Terms of Service

All PLOS partnership models are subject to [PLOS' Master Publishing Terms of Service](#). Institutions or consortia that wish to partner with us should [contact us](#) for further information.

# How Transformative are Transformative Agreements?

- Pricing: Little change between models
- Access: Shifts inequality from readers to authors
- Role of Libraries: From providing access to offsetting costs
- Funding Source: Library budgets or grant funds?

# What's Next?

- New models
- New policies
- New challenges

# Thank You!

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