How prepaid deals contribute to the Dutch open access uptake

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27-10-2016
Dutch ambition for open access

100% gold open access by 2024
Our approach
Our approach:
Focus on the biggest publishers

- Springer
- Elsevier
- Wiley
- Sage
- Oxford University Press
- Taylor & Francis
- American Chemical Society
- Kluwer
- Proquest
- BOOM
- Ars Aequi
- Brill
- IOS Press
- Amsterdam University Press
- Royal Society of Chemistry

Our approach:
8 biggest publishers cover 70% of the market

What VSNU is working on

Number of publishers

Costs

8 biggest publishers: 70%
smaller publishers: 20%
rest: 10%
Worldwide Publishing Market

Market today
Subscription

Current worldwide spending on subscriptions

Market transformed
Open access

+ 45% buffer

Estimated worldwide spending on open access publications

Open access possible within the current financial system

#2 m

Current price per article publication

€3.800

Estimated realistic price per article publication

€2.000

#2 m

Based on Schimmer, R., Geschuhn, K. K., & Vogler, A. (2015). Disrupting the subscription journals' business model for the necessary large-scale transformation to open access. doi:10.17617/1.3.
Our approach: 
Big deals as vehicle for open access negotiations

Springer
- two years
- OA big deal
- on 1,700 titles
- excluded: BioMed Central, Springer Open

Sage
- two years
- partial OA deal
- 200 articles (20% of output)
- selected titles

November 2014

July 2015
Our approach:
Big deals as vehicle for open access negotiations

December 2015

Elsevier
three years
partial OA deal
3,600 articles
(10-20-30% of output)
selected titles

February 2016

Wiley
four years
OA big deal
in 1,400 titles

May 2016

ACS
four years
OA big deal
in 53 titles

July 2016

Taylor & Francis
two years
OA big deal
in 1,580 titles

• Oxford University Press
• Kluwer

Three years partial OA deal
3,600 articles
(10-20-30% of output)
selected titles

December 2015

Elsevier

February 2016

Wiley

May 2016

ACS

July 2016

Taylor & Francis

• Oxford University Press
• Kluwer

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Three years partial OA deal
3,600 articles
(10-20-30% of output)
selected titles
Wiley 2016-2018

Voorwaarden:
An agreement between Dutch universities and Wiley starts as of 4 March 2016 on open access publishing in 1400 hybrid journals. Corresponding authors of Dutch universities should indicate, when their article has been accepted, that the article must be published in open access. This goes without extra charges for the authors. Authors need to choose this open access option in the publication process. At the moment an author receives a message that his or her article has been accepted, the Wiley “author services pages” show how the author can select this option. The APC is also presented on this page. The author needs to select in the drop-down menu (Funder/Institution payment) his or her Dutch university, thereby indicating that the APC is covered via the agreement.

Wiley also publishes 60 full open access journals; those are not covered in this agreement.

2016: 104
Uitgever: Wiley
Meer informatie:
See the workflow on Wiley's website. It is compliant with the NWO grant requirements. For further information please refer to the Q&A's.
Monitoring progress

Deze grafiek toont alle uitgeversdeals tot nu toe. Deze data is voor het laatst bijgewerkt op 9 september 2016. Er kunnen geen rechten worden ontleend aan deze grafiek.
How did we do it?

4 success factors
1. Unique bargaining model: form one block
2. A powerful delegation to the negotiation
3. Fidelity to principles
4. Clear political support
More information?

• Read our E-zine about the Dutch approach
• Go to www.vsnu.nl/openaccess
• Sign up for our Open Access newsletter
• Contact us!
Thank you for your attention!