

## ESAC Market Watch

**Adam Der**, Max Planck Digital Library

Open Science in Practice, 21 July 2021

## ESAC is a community of practice

### **Librarians and library consortia negotiating and implementing open access agreements**

- Guidelines and negotiation principles
- Agreement characteristics and terms
- Open access workflows and good practice
- Metadata standards and data analytics
- Communications and stakeholder engagement

## ESAC is an information hub

### **Librarians and library consortia negotiating and implementing open access agreements**

- Workflow recommendations
- Sample open access agreement terms
- Uncover your publishing profile
- Registry of transformative agreements
- Market Watch

# ESAC Registry of Transformative Agreements



Share essential information on the nature and transitional mechanisms of transformative agreements to **improve business standards** and **market transparency**.

- Agreement terms
- Transitional mechanism of fees
- Publishing rights negotiated
- Assessment
- Links and contacts

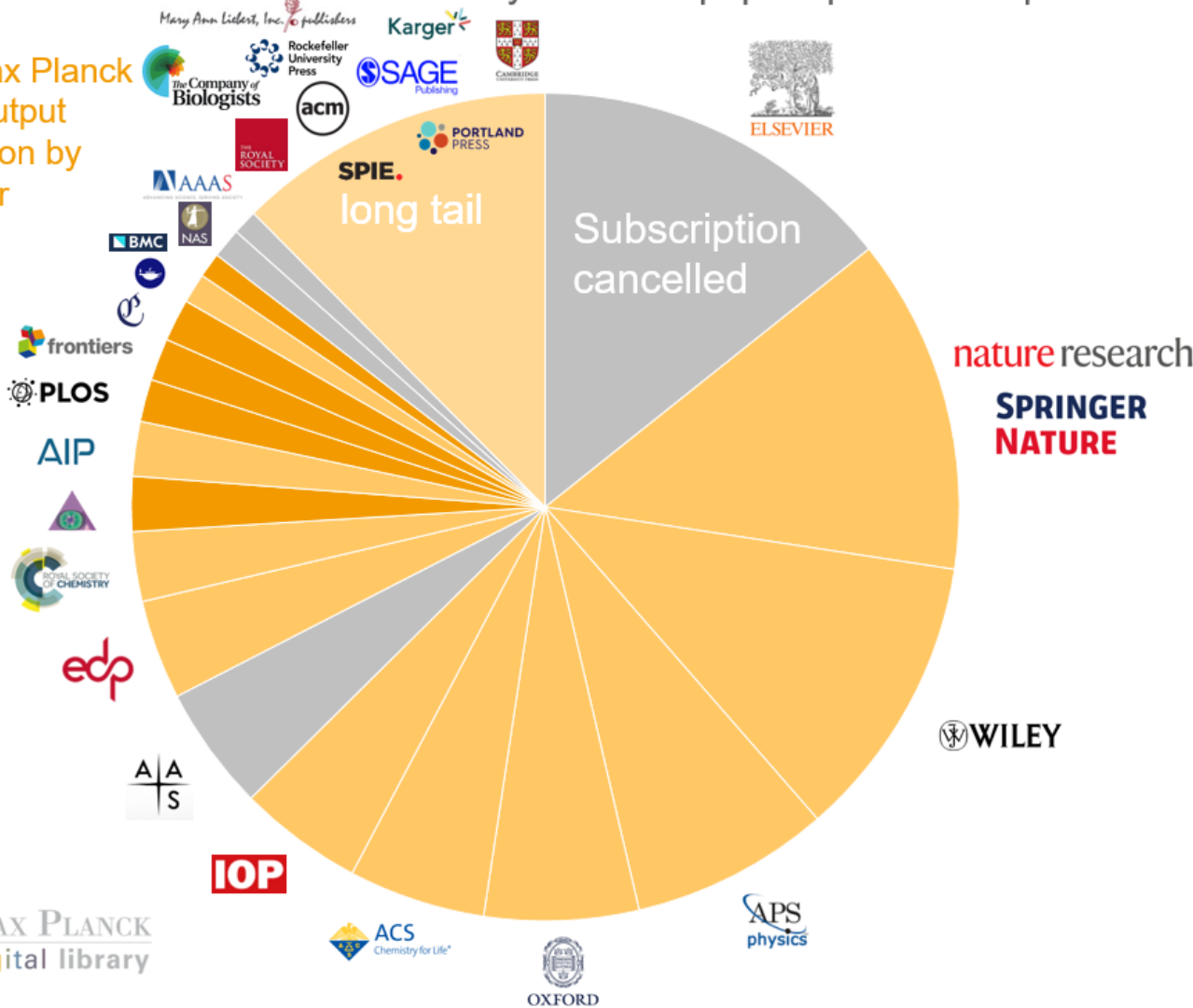
## Transformative agreements

“Transformative agreement” is an umbrella term describing those agreements negotiated between institutions (libraries, national and regional consortia) and publishers in which former subscription expenditures are repurposed to support open access publishing, thus transforming the business model underlying scholarly journal publishing, gradually and definitively shifting from one based on toll access (subscription) to one in which publishers are remunerated a fair price for their open access publishing services.

# Transformative agreements

Our goal: 100% of Max Planck Society authored papers published open access

2017 Max Planck article output distribution by publisher



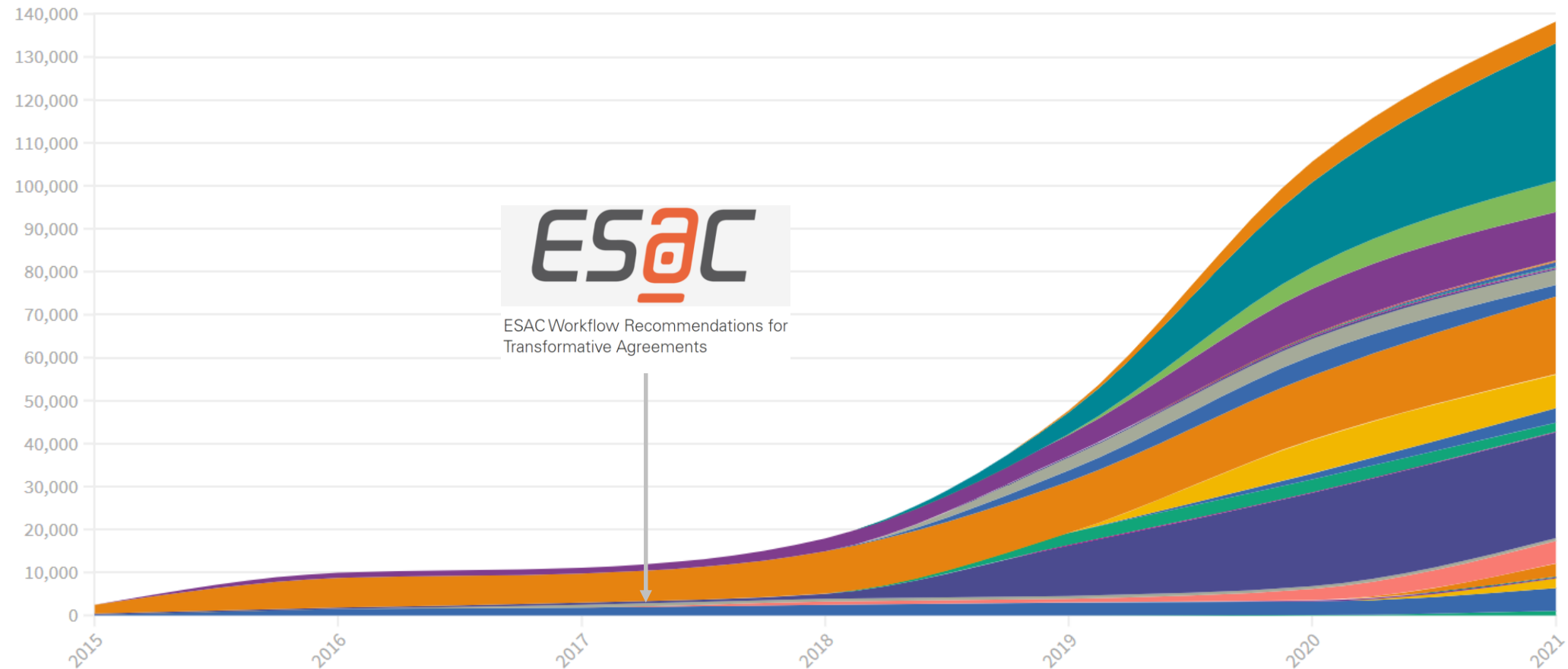
Subscription publisher  
OA publisher  
transformation agreement

By negotiating **transformative agreements** with even just the top 20 publishers with whom our authors publish we can already secure open access for over 80% of our outputs.

# Number of articles covered by Transformative agreements



- Australia
- Austria
- Belgium
- Canada
- China
- Croatia
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Ireland
- Israel
- Italy
- Japan
- Latvia
- Moldova
- Netherlands
- Norway
- Palestine
- Poland
- Qatar
- Saudi Arabia
- Slovenia
- South Korea
- Spain
- South Africa
- Sweden
- Switzerland
- United Kingdom
- United States



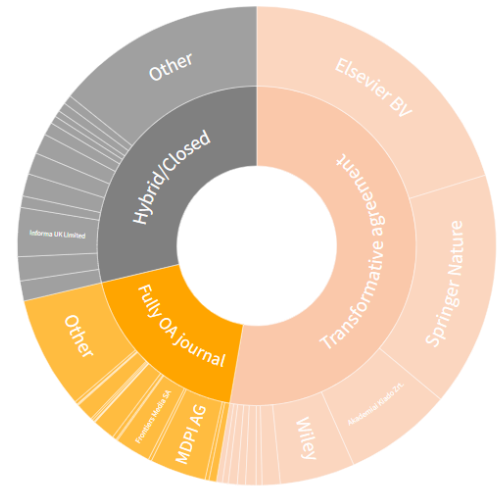
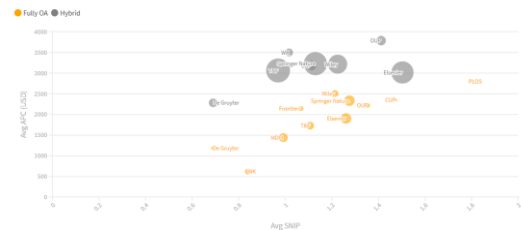
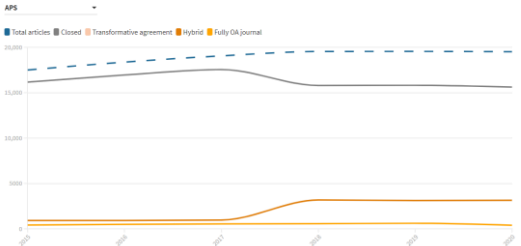
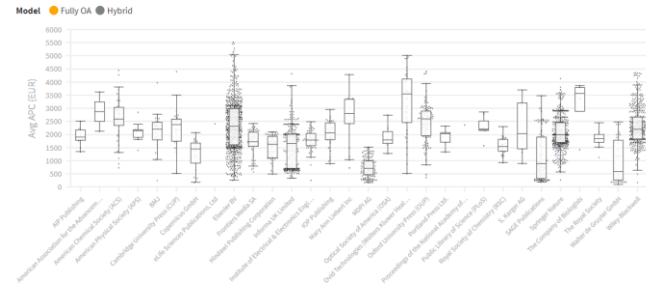
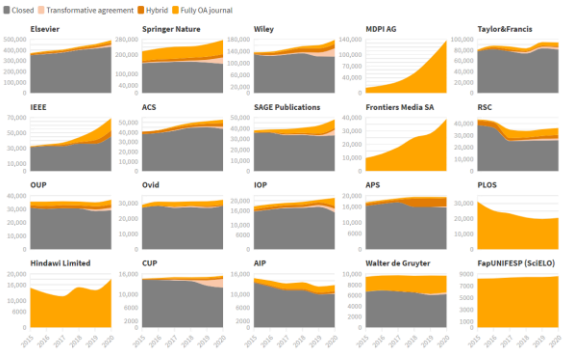
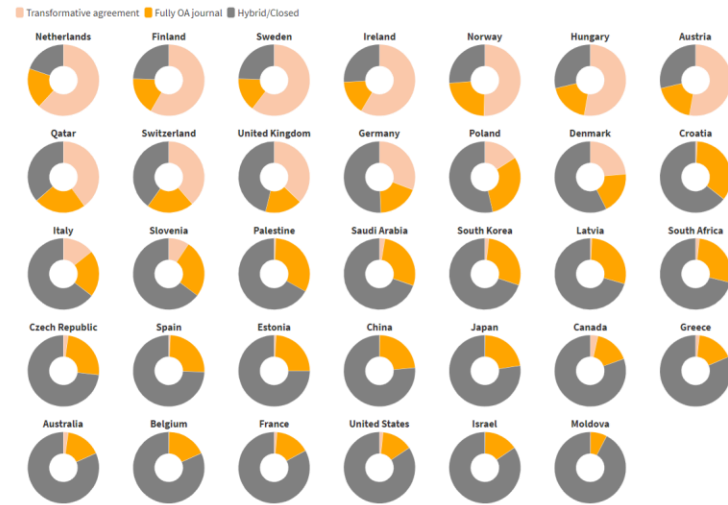
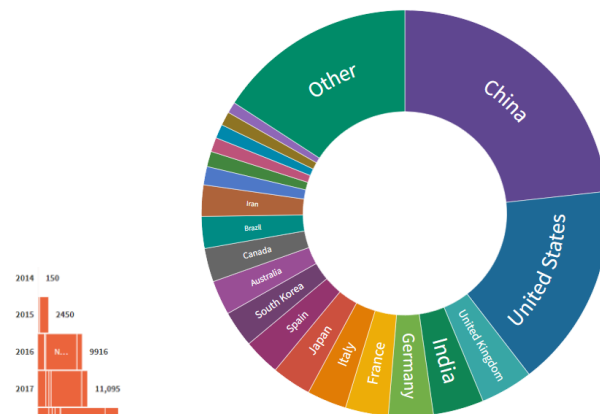
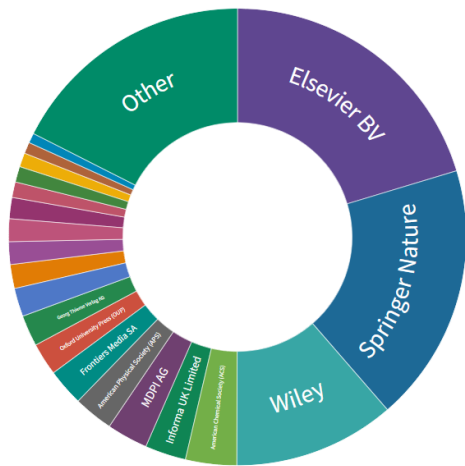
## ESAC Market Watch

Follow key trends in the demographics and distribution of scholarly journal publishing in transition:

- the relevance of publishers for “researchers as authors”, as expressed in their share of scholarly articles published,
- the growth of open access via transformative agreements and the impact these agreements have in enabling universal open access to the research articles produced on a local (country) and global (publisher) level, and
- the costs and price points of article processing charges.



# ESAC Market Watch



## ESAC Market Watch

How does the proportion of your institution's spending on subscriptions with given publisher compare with the proportion of articles published by authors from your institution in that publisher's journals?

If other institutions and library consortia have negotiated transformative agreements that are cost-neutral with respect to their previous subscription expenditure and enable both reading access and open access publishing, why settle for anything less?

With publishers extracting increasing revenues from authors through open access publishing, can institutions afford not to negotiate central open access publishing and transformative agreements to bring these revenues into check and oversight?

Thank you for your attention

Adam Der

[Max Planck Digital Library](#)

[der@mpdl.mpg.de](mailto:der@mpdl.mpg.de)