



South African Site Licensing Initiative?



South African Site Licensing Initiative:

towards a new strategic partnership for
delivery and access to e-information

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Symposium description

- Academic **libraries** have become **expensive entities** and authorities struggle to **provide** the necessary **funding** for maintaining of library collections. The **value of the rand**, price increases and the way that electronic **full text information** are marketed **contribute** to the problem.....**Library cooperation and the obtaining of national site licenses** are still underdeveloped and is not giving the real financial relief in this regard!!!

Problem statement

- Why are there these perceptions?
- Are they valid?
- If so, why?
- What are the factors contributing to such perceptions
- What are then the real benefits, if any?

Outcomes

- Change management
- Key issues in change management
- Site Licence
- Benefits of consortia
- Funding and purchasing models
- Cost sharing models
- Big deal?
- Cost benefits of sharing
- Conclusion

Change management

- Complex issue libraries have to face
- Decisions libraries has to face:
 - complex
 - risks are greater
 - resources-fiscal and human are scarce
- Many key issues challenging library's ability to allocate and make maximum use of scarce resources

Key issues: Services

- Libraries much more client orientated
- Challenges Internet: fast, convenient, at desk at home at office, new content
- Demand for increased services , customised to meet the needs of clientele

Key issues : Content management

- Budget cuts--e-journals unaffordable
- Different budget cycles
- Different budgets
- Devaluation of the currency
- Very little, or no, access to e-information resources

Key issues:Content management (2)

- High cost of e-information resources
- Perception by some institutions that information is not important resource--no sufficient budget
- Widening the gap of information rich and information poor

Key Issues: Organizational change

- Organizational structures are changing within the universities and libraries
- Department of Education stressing the need to form partnerships with each other
- Mergers -specifically libraries, computing operations and central administrations
- Move away from hierarchical to team management structures

Key issues: Technology demands

- Content is driving bandwidth needs on campuses
- Libraries must be on the forefront of providing content
- Challenges:
 - creation of portal interfaces
 - how to create digital libraries
 - how to budget for hardware, software and content
 - marketing and training

Solution

- Faced with so many problems and decisions
- How does a library decide to do what?
When?How?
- Where to turn for guidance and assistance
- Libraries can and should look to library consortia

Site Licence?

- Libraries enter into licence agreements with publishers/vendors to gain access to journals via electronic means
- Site licence provides authorization to access
 - for a specified number of users
 - at specified locations
 - for a specific period of time
 - against a negotiated price
 - according to certain terms and conditions
- Regional, vs national, vs country wide licensing

Benefits of Site Licenses: Library

- Reduce the cost to purchase electronic information
 - from a position of strength
 - gaining economies of scale
 - lowering the cost per institution
- To tap onto a wider range of experience
- Assist with implementing and managing the process of change
- Consortia help the library to learn how to analyse the quality of resources
- How to choose among different purchasing options
- How to realign the budget to provide capital to invest in electronic resources
- How to choose among various options, how to establish priorities for implementation

Benefits of Site Licenses: Library

- Providing access to current research material which would not have been otherwise affordable
- Single point of contact for publishers, libraries, vendors etc
- Consortia is objective, has a broad understanding of how its members are coping with these issues, understand and articulate trends as they emerge and create standardized methodologies for libraries to employ and adapt for their own institutions
- Faster delivery
- Stability in forward budgeting

Benefits of Site Licenses: Clients

- Full-text searching to many more publications than is currently available
- Providing technical support to access electronic resources, training, marketing
- Nationally available collection that is close to critical mass in key subject areas
- Higher quality content

Benefits of Site Licenses: Publishers

- Wider readership of journals
- Greater and faster market penetration
- Opportunities to increase market share
- Lower rate of attrition of print subscriptions
- Single price and invoice

Community

- 35 academic libraries
- Mergers: 35 to 21 (2004-2005)
- 2 research libraries
- 425 590 FTE's (contact and distant)
- 2 distance education institutions
- Searches done: 1 739 046 (EBSCO, GALE and MCB)

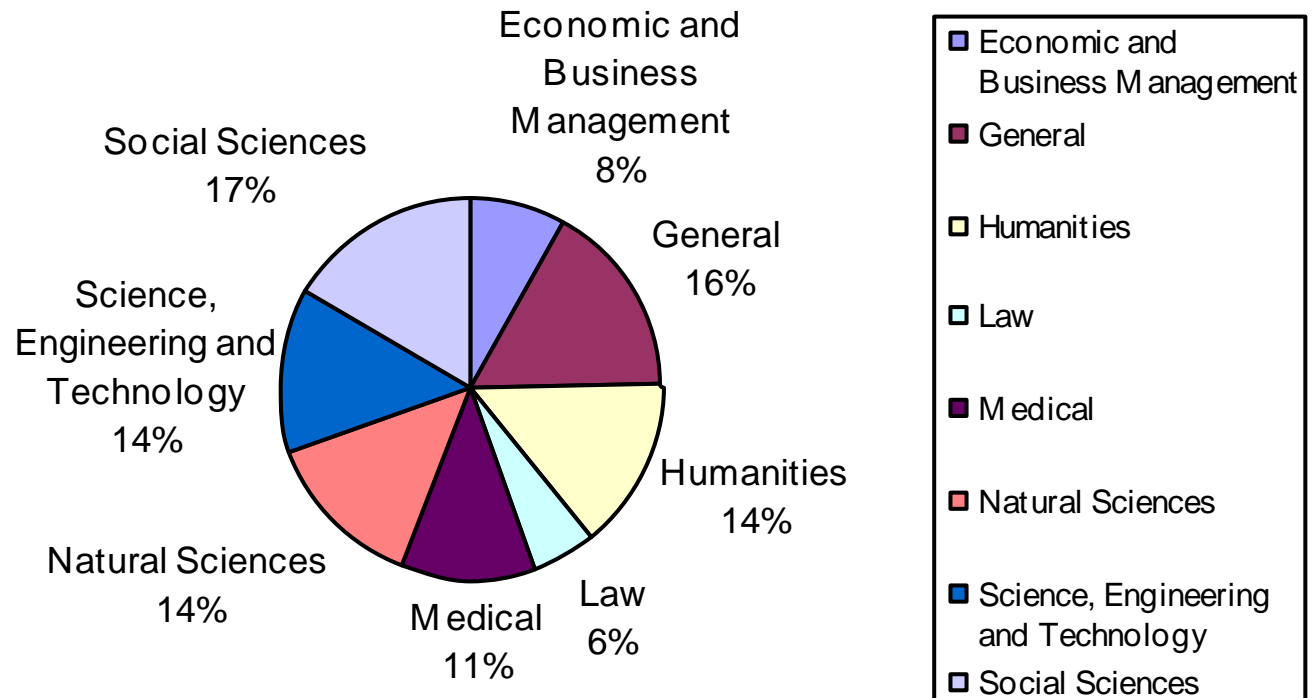
Funding and purchasing models

- **Model 1 (buying clubs):** each institution funds e-resources independently, but purchase through the consortium
- **Model 2:** Central government funds for the purchasing of (some) e-resources, with collective purchase done through the consortium
- **Model 3:** some central funding, which was matched by (and coordinated with) local institutions to fund total costs, with collective purchasing done through the consortia

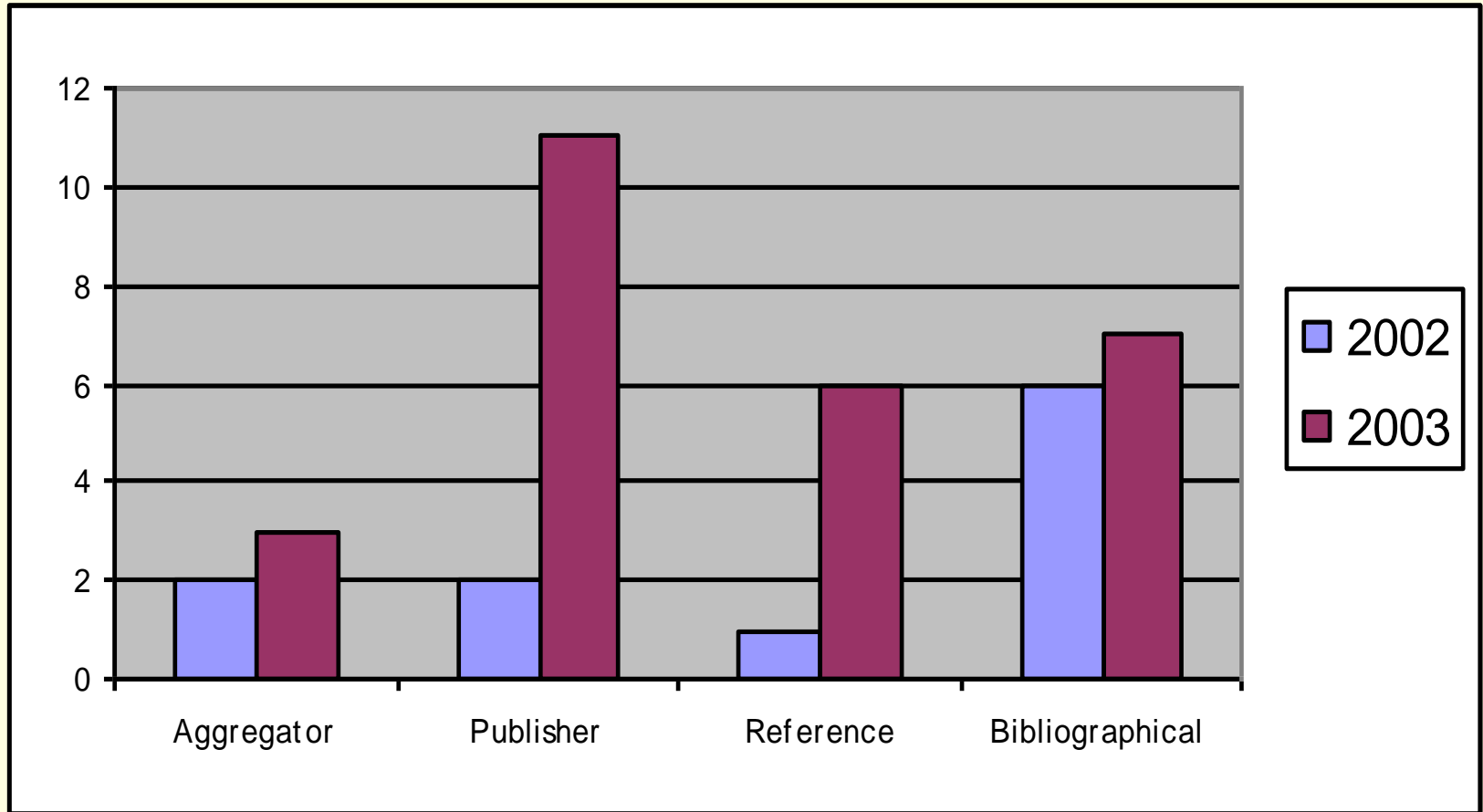
Cost sharing models and options

- Single one time purchase e.g. WoS backfiles
- Evenly split between all members
- By the number of students (FTE's)
- Usage based
- Fair share (according to ability)

Disciplines covered



Nature of licence agreements



Widening of gap: info rich/info poor

- Formation of consortia has disguised the disparity between institutions
- Policy by consortia must recognise and acknowledge these imbalances and will not disappear of its own accord
- Need commitment and decisive action on part of all role players

Country Wide Site Licensing?

- Country Wide Site licences an ideal which requires
 - top sliced-or additional funding
 - some central funding, which is matched by (and coordinated with) local institutions to fund total costs
 - internal agreement about what is wanted and how much the individual institutions are prepared to pay for it

Levels of Funding

Pricing for 21 institutions:

- ProQuest: \$306 222
- EBSCOhost: \$443 199
- GALE: \$199 500
- ScienceDirect: \$852 973 (e-fees)
 - approx \$4 200 000 print to maintain
- Web of Science: \$725 000

Levels of Funding

- Total level of funding necessary:
 - \$2 021 172 (plus \$4 200 000)
- Current total spend:
 - \$1 300 519 (plus \$4 200 000)

BIG DEAL?

- Online aggregation of journals that publishers offer as a one price , one size fits all package
- Based on current payments plus some increment
- Under terms of contract, price is capped
- Allow to cancel paper subscriptions(at some savings)
- Additional paper copies at discounted prices
- Content is bundled --journals can not be cancelled in their electronic format

Advantages/Disadvantages

- Big Deal users viewed almost 10 times as many titles and requested almost 9 times as many articles as users with no access to the Big Deal (Ciber, 2002)
- Expanded academic information access
- Weakens the power of librarians to influence scholarly communication systems
- Librarians loses opportunity to shape the content and quality of journal literature through selection processes
- Publishers of big deals have greater market power, clients pay whatever publishers want

Advantages/Disadvantages

- Publishers have more control over terms and conditions, also to disintermediate other players in economic chain
- Many librarians considered that the Big Deal as such has only a very short time to run
- Few of the publishers questioned in the Key Perspectives research project for the Ingenta Institute believe that the Big Deal in its current form is anything other than a temporary phenomenon
- Gives short term benefits
- Swallow budget to cancel smaller, important publishers and journals

Is the Big Deal good or bad for libraries?

- Big Deals require consortia
- Can not be offered to individual institutions, economies of scale, position of strength
- Negotiating power: best terms and conditions
- Depends on country
- What will alternatives cost, what will the pay off be for not being in the deal

Is the Big Deal good or bad for libraries?

- Consortia need big deals
 - to meet needs of users, can not be met in current budgets
 - Service to researcher higher than to give him access to ILL
 - Taking away the barriers with e, rather than with print
 - evaluate the frustration factor of researcher:
 - less subscriptions, can not offer more vs
 - more subscriptions, have access to more

Is the Big Deal good or bad for libraries?

- Big deals can be good deals
 - Evaluation case by case: need, value, usage
 - Value: print spending, paying less within consortia,
 - Price caps
 - Access terms: archival rights, unlimited, backfiles, ILL, course packs, walk in use
 - What are the alternatives, and what will they cost
 - Depends on country

Cost Benefits:2002

SASLI:South African Site Licensing Initiative LICENCE AGREEMENTS COST BENEFITS:SUMMARY						
	DATABASE	MARKET VALUE	CONSORTIUM PRICING	INSTITUTIONS PARTICIPATING	COST BENEFITS	PERCENTAGE SAVING
1	ATLAS Full text	R 481,103	R 168,000	7	R 313,103.00	65
2	Beilstein/Gmelin	R 1,347,132	R 537,000.00	12	R 810,132.00	60
3	EBSCOHost	R 20,650,000	R 5,000,000	35	R 15,650,000.00	76
4	GALE	R 10,504,000.00	R 1,260,000.00	13	R 9,244,000.00	88
5	Inspec	R 1,400,000.00	R 615,000.00	5	R 785,000.00	56
6	MathScinet	R 874,100	R 664,200	10	R 209,900.00	24
					R 27,012,135.00	

Cost Benefits:2003

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LICENCE AGREEMENTS COST BENEFITS:SUMMARY						
	DATABASE	MARKET VALUE	CONSORTIUM PRICING	INSTITUTIONS PARTICIPATING	COST BENEFITS	PERCENTAGE SAVING
1	ATLAS Full text	R 470,656	R 127,232	8	R 343,424.00	73
2	Beilstein/Gmelin	R 941,420	R 374,110.00	10	R 567,310.00	60
3	Compendex	R 1,636,800.00	R 657,600.00	6	R 979,200.00	60
3	EBSCOHost	R 21,000,000	R 4,000,000	35	R 17,000,000.00	81
4	Gale	R 13,274,640	R 1,140,000	15	R 12,134,640.00	91
5	INSPEC	R 668,600.00	R 637,880.00	5	R 30,720.00	5
6	MathSciNet	R 706,560	R 477,288	10	R 229,272.00	32
7	BookFind-Online	R 594,792	R 163,768	11	R 431,024.00	72
8	Web of Science	R 5,392,200	R 3,398,832	12	R 1,993,368.00	37
9	Oxford English Dictionary	R 59,744	R 14,944	4	R 44,800.00	75
10	Oxford Reference Online	R 34,000	R 8,512	4	R 25,488.00	75
11	Biological Abstracts	R 572,960	R 451,200	4	R 121,760.00	21
13	ProQuest ST&M	R 720,000	R 78,480	1	R 641,520.00	89
					R 34,542,526.00	
	\$1=R8.00					

Conclusion

“Success comes when we focus on what’s on and let go of what is gone”

Thank you!

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