

Jisc Collections – Negotiations Service

Negotiating with publishers at a national level to procure and license affordable digital content for teaching and research

Researchers, lecturers and students in UK higher education institutions require access to digital content – journals, databases, e-books, geospatial data, reference, primary source materials – both current and archives – for their research, teaching and learning. We negotiate the best possible pricing, terms, and access conditions for licensed digital content for UK higher education institutions.

As a Jisc service, we save institutions time and money through negotiating pricing and licences for digital content and by simplifying the administration and processing of subscriptions. We ensure compliance with procurement regulations and help institutions manage risk. As a result of our work, we reduce duplication of effort across the UK academic sector.

We license content from a wide range of publishers: from commercial to university presses; from large to small society presses; from established open access publishers to new open access entrants. The high-quality digital content that we negotiate and license for academic research, teaching and learning includes journals, e-books, geospatial data, multimedia, databases, archives and open access content.

Structured Annual Cycle

The Jisc Collections team works to a workflow that incorporates a number of phases during the year: planning and research; negotiation, consultation, reporting, and procurement process; communications, administration and support, and savings reports.

Planning and research

During this phase, during the first three months of the year we:

- Review our Model Licence for any changes that need to be addressed as a result of changes in the sector and/or environment, such as Open Access, Text and Data Mining, Archiving, and inclusion of students located at Partners Abroad. We work with our advisory group: the Jisc Collections Content Strategy Group (JCCSG) along with sector bodies such as SCONUL and RLUK to agree the priorities. Our licensing experts work with our legal advisors to ensure the legal framework is correct.
- Review our Collections Development and Management Policy with JCCSG to ensure it is still fit for purpose and is updated to reflect developments
- Establish the Negotiations Strategy and Negotiation Criteria for upcoming renewals. This is drafted by Jisc Collections Senior Managers and then discussed and approved by members of the Jisc Collections Content Strategy Group.
- Establish the research and analysis that needs to be provided to the Negotiation Team in support of our strategy. The Jisc Collections Research Team undertakes most of this, plus sometimes we engage a consultant to provide an expert viewpoint. We review data related to the financial environment, library subscription expenditure we have collected, usage data from JUSP, APC expenditure, changes in title lists, and business model analysis.

- Allocate agreements for the year ahead to licensing managers to renew and new agreements to undertake.

Negotiations, Consultations, Reporting and Procurement Process

During this phase which typically starts in April and ends in November for January renewals the Jisc Collections licensing team:

- Meets with publishers to negotiate pricing terms and conditions. Many of these meetings are face to face meetings at Jisc's offices in London or at the publisher's site. Where publishers are located abroad, much of the interaction is by phone and email; however opportunities arise to meet publishers at UKSG events in April and November, and at the Frankfurt Bookfair in October.
- Liaises with the KB+ team to ensure titles lists are accurate and up to date
- Provides monthly status reports on negotiations to the HE community via the Jisc Collections Consortium closed list
- Undertakes consultations with subscribers to check pricing offers and understand likely take-up.
- Provides summary overview reports of negotiations to the JCCSG meetings in February, May, July and October.
- Agrees pricing following an Approval Process that has been agreed with JCCSG.
- Negotiates the licensing terms according to the Model Licence requirements and ensures licenses are signed, counter-signed and filed accurately.
- Follows a procurement process reflecting official Procurement Regulations.

Communications, Administration and Support

When an agreement has been finalised, the Jisc Collections licensing team ensures the offer is known by:

- Making the offer available as a searchable record in our online catalogue of resources
- Creating a news item on the Jisc Collections website
- Emailing all subscribers to let them know the offer is available to order via the website transactional system

Our Help Desk team ensures publishers receive details of all orders placed by HEIs. Where Jisc Collections also manages the payment process, we ensure institutions receive invoices and publishers receive consolidated payments. Jisc Collections receives no commission or fees from publishers. We charge a Transaction Management Charge to institutions relating to the cost of the content.

Our Help Desk provides a first level support service to librarians regarding a publisher's offer and administration queries.

Savings Reports

Institutions want to know how much Jisc Collections has saved them in access and APC fees. The data required to provide such reports is collected from our own systems and also directly from publishers: the latter being a time-consuming and manual task. These reports are finalised in July each year.

Jisc Collections in numbers 2015/16 financial year:

Negotiated for over 160 HE institutions

60 renewal agreements

Managing 9,000+ active subscriptions

250+ licence agreements covering over 400 resources

6,000+ invoices issued worth £43 million

The estimated total value of agreements negotiated in 2015/16 was £108 million (of a total sector spend on e-content of £220 million) or 45% of total sector spend on e-content

The estimated savings for HEIs in 2015/16 was in excess of £80 million

Benefits

- Expertise in negotiation and procurement within the scholarly communications sector, saving librarians time and money
- High-quality digital content selected for academic research, teaching and learning
- Best pricing and licensing, using our collective influence to obtain value for money
- Environmental scanning and research into innovative resources, licensing models and evaluation tools
- Continued integration with other Jisc services to drive better decision-making for the sector
- An online account to manage all your subscriptions, acquisitions and invoicing
- A dedicated helpdesk to support resource subscription, implementation and renewals
- Shared knowledge about e-resource acquisition and research

Who can be a member?

Jisc Collections is part of your core Jisc subscription. All UK publicly funded HE institutions are automatically members of Jisc Collections and are eligible to subscribe to the agreements we negotiate on your behalf.