

# **Economic Evaluation Model of National Electronic Site Licence Initiative (NESLI) ‘Deals’**

**An Investigation by**  
*Sonya White and J Eric Davies*

LISU Occasional Paper no 28

ISBN 1 901786 48 X

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*Economic Evaluation Model of National Electronic Site Licence Initiative (NESLI) 'Deals'*

Loughborough: Library & Information Statistics Unit (LISU), 2001

LISU Occasional Paper no. 28

ISBN 1 901786 48 X

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*Published and distributed by*

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## Introduction

The NESLI (National Electronic Site Licence Initiative) is a JISC (Joint Information Systems Committee) project which aims to promote the widespread delivery and use of electronic journals in the UK Higher Education and research community. The contract for NESLI is for three years, and it commenced in January 1998. The approach to developing electronic journal delivery is based on negotiating appropriate access arrangements and support mechanisms with individual publishers which make offers or 'deals' to the client community as represented by NESLI.

NESLI has appointed a Managing Agent (MA), which consists of a consortium of Swets Blackwell and Manchester Computing, to co-ordinate the delivery of the electronic material, undertake negotiations with publishers and to oversee the day-to-day operation of the programme.

In the Summer of 2000 NESLI enlisted LISU (Library and Information Statistics Unit based at Loughborough University) to seek to derive a uniform method of preliminary assessment of proposed publishers 'deals'. Some method of assessing whether a 'deal' is at all worth considering is desirable in order to optimise the workload of the MA and the NESLI Steering Committee. Given the nature of serials acquisition and use, not all deals are appropriate for all institutions. Parameters that influence the situation in addition to its existing serials collections are likely to include; the size of an institution, its character in terms of research/teaching and subject emphasis, and its state of development.

The exercise undertaken by LISU considered the effectiveness of the deals for five separate institutions. These institutions were chosen as representing a broad mix of institution size, character, subjects taught and state of development, and as such to be broadly representative of the Higher Education sector as a whole. A strong caveat must, however, be expressed that the sample chosen represent only an approximation of the overall complexion of UK higher education. Managers should assess and satisfy themselves of the suitability of a deal for their own context and circumstances.

A total of 14 'deals' have been considered, and the publishers involved are Academic Press, American Chemical Society (ACS), Blackwell Publishers, Blackwell Science and Munksgaard, Elsevier Science, HighWire Press, Johns Hopkins University Press, Kluwer, Mary Ann Liebert, MCB, National Research Council Canada, Oxford University Press and Internet Archaeology. Two deals have been analysed from Academic Press.

Each deal varies in both content and complexity, with some offering several options for electronic access whilst others offer just one. In addition to this, some publishers offer the option of switching to electronic-only access, some allow for individual title selection in print format, whilst others will not allow any alterations to be made to print subscriptions.

Occasionally, no recommendation of whether or not to subscribe to an element of the deal could be made. This was usually when individual title selection was possible for print subscriptions, and would depend upon which titles the institutions viewed as important to hold in print format.

Furthermore, the observations and recommendations made are predicated by several assumptions of which the NESLI Steering Committee have been apprised. They are:-

- All things considered, deals represent good value if they offer some, or all of the following - increased accessibility, wider range of titles, advantageous pricing.
- Making serials available electronically is desirable as it extends the accessibility of material within an institution and beyond, and [possibly] a small premium for this facility may be justifiable.
- Providing both electronic and paper options is, at present, a useful option because it allows for differing user preferences and capabilities, especially in a period of transition, as well as meeting uncertainties and anxieties about long term archiving of material.
- Extending the range and scope of serial titles taken by taking up a deal may be appropriate if the mix of an institution's subject interests justifies it.

Moreover, the observations and recommendations do not take into account other options for information delivery such as individual article/document delivery associated with bibliographic database searching of which there are now many successful working examples.

Developments in information and communications technology have significantly altered the landscape of information management, and they continue to do so. Whilst the whole area of information organisation and dissemination is in such a state of flux it is imperative that extreme care is taken over decisions which have long term implications, particularly for collection management and budgeting.

An important point has to be made regarding the way in which many deals are offered to the client community, particularly in terms of the information provided [or not provided!]. The nature and detail of some of the deals examined are very complex, perhaps unnecessarily so! The busy manager may face a formidable challenge in interpreting all of what is on offer. Conversely, it is sometimes difficult to establish the precise scope of an offer – a web page of further detail may have to be consulted, for example. LISU researchers were sometimes much exercised by determining the precise detail of an offer before an assessment could be undertaken. Given the nascent state of electronic journal publishing this state of affairs may be understandable, but it may be argued that the publisher community does need to address the issue of clarity and 'transparency' of deals if the client community is to embrace this new format enthusiastically. It is hard to imagine any successful retailing operation where comparable obstacles would be placed in front of a prospective purchaser, or group of purchasers. At root, what are being retailed here are words, admittedly rather specialised words, in a modern conduit.

## Presentation of Results

In the sections that follow the main points of each deal are summarised, and the deal is then evaluated with regard to its cost effectiveness for each institution. Before looking at the results, several points need to be mentioned:

- Unless otherwise stated the base year is taken as 1999 for calculations. This is particularly relevant for those 'deals' where 2000 prices are based on the institutions 1999 holdings, and are evaluated using a percentage increase.
- To evaluate 1999 expenditure, prices supplied by the institution have been used. Prices for the following years are taken from the publishers list prices or are calculated using the projected annual increase supplied by the publishers.
- Where an American publisher is being considered, a constant exchange rate of \$1.50 has been used.
- Where a journal already subscribed to by an institution was not included in the list supplied by the publishers, it has been assumed that the title is not yet available electronically, and therefore not included in the deal.
- VAT is applicable to electronic subscriptions only, and is not included on print journals. VAT has not been included on any deals from US/Canadian based publishers, however it would be advisable for institutions to seek advice on any possible tax liability. Where VAT has been calculated, a rate of 17.5% has been used.
- **SwetsNet Access.** Where the institution wishes to receive electronic access to journals via the SwetsNet interface, an access fee of £1 is payable per title per year. A maximum fee of £560 per year applies, irrespective of the number of publishers deals and titles (greater than 560) subscribed to. The SwetsNet access fee has not been included in the calculations of the cost of each deal for individual institutions.

## Academic Press

### Deal 1 (2000)

NESLI initially put forward the deal offered by Academic Press for 2000. The main points of the deal are:

- The deal is a one-year proposal where the licence fee is calculated as a percentage of past print subscriptions of the institution.
- The standard (non-NESLI) electronic licence fee is 94% of print expenditure. Institutions that subscribe to the NESLI deal are offered a 9.5% discount on this, with the electronic licence fee costing 84.5% of institutional print spend. This fee gives electronic access to 169 current titles and 33 archive titles (with a largely scientific content).
- Free access to 1993-95 back files is available with subscription to electronic access.
- Licensees are eligible for the Deeply Discounted Price (DDP) on print subscriptions (25% of the institutional print price).
- Electronic access is not intended to replace print subscriptions. For those institutions that make print cancellations between 1999 and 2000, the fee for electronic access will be higher than 84.5%, however, this figure has not been disclosed.
- Access is available through SwetsNet, ingenta or directly from Academic Press.

Prices supplied by the institution have been used in the assessment of the deal, and it has been assumed that no print cancellations have been made in the following calculations. It has also been assumed that the Deeply Discounted Price applies to all print subscriptions and not just those available electronically. VAT has not been charged as Academic Press is a US-based publisher, however, individual institutions should take their own local advice as to any possible tax liability.

#### Library A

- The cost of print copies of 11 journals subscribed to in 1999 was £6,218, with all journals subscribed to also available electronically.
- Subscription to the deal would provide electronic access to all Academic Press titles plus print copies of original journals subscribed to, and would cost £6,809 in 2000.
- Library A did not subscribe to last years NESLI deal.

It could be worthwhile for the institution subscribing to the deal on offer here. For an extra £591 (on 1999 print expenditure) it will receive print copies of those journals subscribed to in addition to electronic access to all available Academic Press journals.

#### Library B

- A total of 37 Academic Press journals were subscribed to in 1999, six of these are not available electronically.
- Expenditure on print-only Academic Press titles in 1999 was £30,039.
- The expected cost of print copies of all journals subscribed to and electronic access to all Academic Press online journals in 2000 is £32,892 under the deal.
- Library B did not subscribe to the previous deal.

Subscription to the deal would result in an increase of £2,854 on 1999 print expenditure and is not as clear-cut a case as for Library A. The library would need to consider whether it is prepared to pay nearly £3,000 more for the year. It is worth noting that it is an increase of 9.5% on 1999 print spend, but it will provide electronic access to 202 titles.

#### **Library C**

- Expenditure on 73 Academic Press journals in 1999 was £89,052; two of these titles are not yet available electronically.
- Library C subscribed to the previous years deal, and the cost of this was £16,116 (which is included in the total spend of £89,052 given above).
- Expenditure on print copies of those journals already subscribed to plus electronic access to all Academic Press online journals in 2000 will be £79,864.

If Library C subscribes to this deal then this would be a saving of 10.3% (£9,187) on 1999 print spend. It has been assumed that the cost of subscription to the previous deal should not be carried over to 2000. Therefore, the conclusion is that Library C should subscribe to the NESLI deal considered here.

#### **Library D**

- Library D subscribed to 2 Academic Press journals in 1999, both of which are available electronically, and their expenditure in 1999 was £653.
- In 2000 print copies of journals subscribed to and electronic access to all Academic Press journals would cost £715.

Although Library D does not subscribe to many Academic Press journals, for an increase of 9.5% on 1999 print spend, it could be worthwhile subscribing to the 2000 deal, thereby receiving electronic access to 169 current titles and 39 archive titles.

#### **Library E**

It is important to note that when using the publishers list prices for 2000 expenditure in deal 2, it was discovered that Library E's 1999 prices appear to be approximately half of what the other institutions paid for the same journals. Therefore, the figures given below need to be treated with caution.

- In 1999 Library E subscribed to 79 Academic Press journals (25 of which are not available electronically), and total expenditure was £29,454.
- In 2000, total expenditure on electronic access and print subscriptions would be £32,252 if it subscribes.
- Library E did not subscribe to the previous deal.

This is an increase of nearly £3,000 on 1999 expenditure, and provides electronic access to all of Academic Press journals. The situation is finely balanced, but in view of the number of journals already subscribed to, it would be worthwhile Library E considering subscribing to the deal discussed here.

**Conclusion**

The deal on offer from Academic Press seems reasonable given the additional material made accessible. It results in a 9.5% increase on 1999 expenditure (except in Library C's case where the previous deal was subscribed to, and expenditure will fall) and provides electronic access to 202 journals - it could be worthwhile for most institutions considering subscribing to it.

## **Deal 2 (2001)**

The deal offered by Academic Press for 2001 is more complex than the one for 2000, and its main points are given below:

- Subscription to the deal entitles the institution to electronic access to 202 Academic Press titles (including 26 archive titles).
- The 2001 base price is calculated as 2000 Base Price + 7.9%.
- The electronic licence fee is 2001 Base Price x 90%.
- If the institution did not subscribe to the previous year's NESLI deal, then a licence fee of 12% (of the 2001 Base Price) is payable for back-access to 1993-95 and 2000 files (it has been assumed that this is optional). As no data on 2000 subscriptions was available from the institutions, it has been assumed that if an institution subscribed to the 1999 deal, then this would have continued into 2000.
- If an institution subscribes to the deal, then 2001 print subscriptions are optional and cost 25% of 2001 list prices.

Prices for 2001 are calculated as a percentage of the 2000 base price - this proved difficult as no data were provided on the institutions' print holdings in 2000. Print prices are shown by the publisher on the world-wide web for 2000 and these have been used. Calculations including those journals not available in the deal have used the 1999 prices paid by the institutions as no other information was made available. Therefore, these figures should be treated with caution.

Print subscriptions are optional under the deal, and it is assumed that the 75% discount only applies to those journals available electronically. An exchange rate of \$1.50 has been used. VAT has not been included as Academic Press is a US-based publisher. It would be advisable for institutions to receive local advice concerning any possible tax liability.

### **Library A**

- The cost of subscribing to 11 Academic Press print titles in 2000 (using list prices supplied by the publisher) is £9,009, and would be £9,720 in 2001.
- Library A did not subscribe to the 1999 NESLI deal.
- Total expenditure on electronic only access to 202 journals (including back-access) will be £9,915 in 2001.
- Electronic-only access to Academic Press journals (without back-access) will be £8,749 in 2001.
- Total expenditure on print copies of subscribed journals and electronic access to all Academic Press titles (including back access) would cost £12,345 (an increase of 27% on the cost of print-only journals in 2001).
- The cost of electronic and print formats (without back access) would be £11,179, which is an increase of 15% on the estimated cost of print-only journals in 2001.

It would be worthwhile for Library A to join the deal, however there are several options, some of which are more beneficial than others and the decision about which to choose depends on the importance that is placed on print copies. Electronic-only access would cost either £8,749 or

£9,915 (depending on whether it is wished to have back-access files or not). If the institution wishes to continue with print subscriptions this will cost an additional £2,430 for all 11 titles.

#### **Library B**

- In 1999 Library B spent £30,039 on 37 Academic Press print-only journals and did not subscribe to the NESLI deal.
- Print copies of these journals are expected to cost £29,067 in 2001, with 7 of the journals subscribed to not available electronically (these journals cost £1,267 in 1999).
- Subscription to electronic and print copies of journals with back-access would cost £37,941 in 2001.
- Electronic access (without back-access files) plus original print subscriptions would cost £34,453.
- Electronic-only access (with back-access), plus print subscriptions of those journals not available in the deal, will be £30,916 in 2001.
- Electronic-only access (without back-access), plus print subscriptions of those journals not available in the deal, will be £27,428 in 2001.

It would be worthwhile for Library B to accept the deal; several options would be beneficial. If the institution does not view print copies as very important, then the obvious choice would be to subscribe to electronic-only access (either with or without back-access). In addition to this there is also the option to purchase print subscriptions for selected titles. No recommendation can be given here, as it is not known which print subscriptions are important to the institution. It would also be worth Library B considering subscribing to the deal with electronic access (without back-access) and print subscriptions to all journals initially subscribed to, but this would be an increase of 15% on 2001 print-only spend.

#### **Library C**

- Expenditure in 1999 on Academic Press journals was £89,052, which includes subscription to the NESLI deal. Although it has been assumed that Library C would continue subscription to the deal in 2000, no exact figure for expenditure in 2000 can be given, and so has not been used for comparison purposes.
- Expected cost of print-only subscriptions to the journals in 2001 is £71,193.
- Electronic and print formats (with 1993-95 and 2000 back access files) will cost £82,293.
- Electronic-only access will be £64,074 in 2001. This does not include journals subscribed to and not available electronically, which cost £521 in 1999.

It would be beneficial for Library C to subscribe to the full deal (electronic access and print copies of all journals), as they would have reduced expenditure by 8% since 1999. It is worth noting, however, that there is also the option of purchasing electronic-only access (which would reduce spend by 10% for the year) and also the possibility of purchasing print copies for selected titles only.

### **Library D**

- In 1999 Library D's expenditure on print copies of 2 Academic Press titles was £653.
- Print and electronic formats will cost £874 in 2001 (an increase of 34% on 1999 print spend) with access to the archive files.
- Print and electronic formats will cost £792 without back-access (an increase of 21% since 1999).
- Electronic-only access will cost £620 without back-access, and £702 with.

It would not be worthwhile for Library D to subscribe to the full deal with print subscriptions to journals in addition to electronic access. It would only be beneficial for Library D to consider subscribing to the deal if it were to opt for electronic-only access (either with or without back access), which would result in a maximum increase of 2% on 2001 print-only spend, and could decrease expenditure if back-access was not required. Much depends on the value that Library D places on access to a wider range of titles.

### **Library E**

- 2000 expenditure on Academic Press print journals will be £55,039.
- Using the publishers advertised price increase of 7.9%, print spend would rise to £59,387 in 2001.
- Electronic subscription (with back-access) in 2001, in addition to print subscriptions, would cost £79,547-which is a dramatic increase of 170% on 1999 expenditure.
- If the institution chose to have electronic access (without back-access) in addition to print subscriptions in 2001, then expenditure would be £72,420, which is a large increase of 146% on 1999 expenditure.
- Electronic-only access will cost £60,575 with back-access, and £53,448 without.

There is a large increase in print expenditure between 1999 and 2000 for Library E. When comparing the prices paid by Library E in 1999 for journals with the prices paid by other institutions, it appears that Library E has paid approximately half of what others have paid for the same titles. This would explain why there is such a large leap between 1999 and 2000 expenditure, and so the comparisons given here should be treated with caution. If the figures are correct, then it would not be advisable for the institution to subscribe to the deal unless it was willing to switch to electronic only subscriptions (without back-access) which would decrease expenditure by 10% for the year (but would still be an increase of 81% on 1999 print spend).

### **Conclusion**

The deal considered here from Academic Press is not as clear-cut or as beneficial to the institutions as the one for the previous year. The only institution that should definitely subscribe to the full deal is Library C, and this is largely due to the fact that it subscribed to the previous year's deal and so does not have to pay the 12% fee for back-access to files. It is not clear from the terms of the deal whether or not back-access is optional, or a requirement. If it is an option then the remainder of the institutions considered here should consider subscription to the deal either without back-access or possibly switch to electronic-only access. If, on the other hand back-access is not optional, the increases in expenditure will be higher and far more consideration is needed. The outcome ultimately depends on the importance placed on electronic access and print subscriptions, and so, no overall recommendation can be given here.

## American Chemical Society (ACS)

The main points of the deal on offer from the American Chemical Society for are given below:

- For a 12.5% surcharge on the institutions' 2000 expenditure, they can receive electronic access to 24 ACS titles.
- The term of the agreement is for two years.
- If an institution subscribes to the deal, then it can have electronic-only access to two new journals (Journal of Combinatorial Chemistry and Organic Letters) at a 70% discount off their print prices (or £630).
- The deal changes in 2001, with electronic-only access being offered for all journals for the charge of year 2000 print expenditure plus the discounted fee for the two new journals. The deal does not mention what would happen in 2001 if an institution did not wish to convert to electronic-only journals.
- Electronic access is only available direct from ACS, and not through the SwetsNet interface.

No list prices were supplied for those journals not available in the deal, and so, when calculating total expenditure, the 1999 prices paid by the institution have been used. We have assumed that the surcharge of 12.5% for electronic access should be based on total expenditure, including those journals not available in the deal.

The Library D does not subscribe to any American Chemical Society journals and so is not eligible for the deal.

VAT is not included as the publisher is US-based, however, institutions should still seek their own local advice as to any possible tax liability.

### Library A

- Library A subscribes to a total of 7 American Chemical Society titles; three of these (CA Select articles) are not available in the deal.
- Total print expenditure in 2000 on American Chemical Society titles is £5,212.
- Print copies of the journals subscribed to, plus electronic access to 24 ACS journals would cost £5,864 in 2000.
- Electronic access to the two new journals would cost an extra £630, bringing total expenditure for 2000 to £6,494.
- In 2001, electronic-only subscription would cost Library A £5,842.

It would be worth Library A considering subscribing to the deal. The institution would need to consider the benefits of subscribing to the two new journals (which would increase print spending by 25% for the year), and also investigate the alternative to electronic-only access in 2001.

### Library B

- Library B subscribed to 15 titles in 1999 at a cost of £15,632. One of these titles is not available in the deal, however this is already an on-line publication.

- Total expenditure in 2000 on 14 print titles plus one on-line journal would be £14,128.
- Print and electronic formats in 2000 would cost the university £15,894 (or £16,524 with subscriptions to the two new journals).
- In 2001 electronic-only access to 26 ACS journals (including the two new ones), would cost £14,748.

As Library B subscribes to print copies of 14 out of the 24 ACS titles, then it would be worthwhile for them to consider subscribing to the deal. Electronic access to the two new journals on offer would cost £630, which seems high compared to the cost of electronic access to 24 journals (£1,766). However, including electronic access to the two new journals, this would be an increase of 5% on 1999 expenditure.

#### **Library C**

- 1999 expenditure on 15 ACS titles was £16,069, with 2 journals not available in the deal, however one of the journals is already an on-line publication and the other item is an Abstract. It is worth noting that some of the journals subscribed to are web and print editions.
- Total expenditure on 14 print titles plus one on-line publication in 2000 will be £13,546.
- Print and electronic formats would cost £15,239 excluding the two new titles, or £15,869 with them.
- 2001 offers the opportunity to switch to electronic-only access of all journals including the two new ones introduced in 2000, and would cost Library C £14,176.

Subscription to this deal would give Library C electronic access to 24 titles (13 of which they already subscribe to), and so it would be worth considering. It would also be beneficial for Library C to subscribe to electronic-access to the two new titles, as total expenditure would still be slightly lower than 1999 spend. No recommendation can be made as to whether the institutions should switch to electronic-only access in 2001, as the alternative is not known, and so cannot be assessed.

#### **Library E**

- In 1999 Library E subscribed to eighteen American Chemical Society journals costing a total of £29,192; 3 of these titles are not available in the deal, however this does include 'Chemical Abstracts' and 'Web Editions of American Chemical Society journals'.
- In 2000, expenditure on those journals already subscribed to (excluding web editions of journals) will be £27,453.
- Electronic access to 24 ACS titles, plus print copies of those journals subscribed to, would be £30,884 in 2000, or £31,514 if Library E wishes to have electronic access to the two new journals (one of which Library E already subscribes to).
- In 2001, Library E can purchase electronic-only access, to the 26 ACS titles available, for £28,083.

It would be worthwhile for Library E to consider subscribing to this deal, which would result in either a 6% or 8% increase on 1999 spend, depending on whether they wish to have electronic access to the two new titles or not. In 2001 Library E would actually have expenditure drop by 4% compared to 1999 if they switched to electronic-only access.

Library E already subscribes to one of the new journals. The surcharge for electronic access is taken as 12.5% of total expenditure (including those journals not available in the deal), so in effect they are already paying a surcharge on this journal. However, if Library E wishes to receive electronic access to the new journal then they must still pay the extra £630.

**Conclusion**

The deal on offer from the American Chemical Society appears to be reasonably fair for all of the institutions considered here. Because the tariff electronic access depends upon an institution's expenditure (instead of one fee for all), it would be worthwhile each institution subscribing to the deal. The decision of whether to subscribe to electronic access to the two new journals depends on how important the individual institutions view them. For the smaller institutions the £630 required for the extra journals is a large proportion of spend compared with the surcharge paid for access to 24 ACS titles.

## **Blackwell Publishers**

The main points of the deal on offer from Blackwell Publishers are given below:

- Institutions can purchase Blackwell Publishers print journals (that they do not currently subscribe to) for a flat fee of £45 per title, which includes free electronic access.
- The deal is a one-year agreement.
- Access to back files (from 1997 where available) is included in the deal.
- 220 titles are available, and no cancellations are permitted.
- Electronic access is available through the SwetsNet interface or ingenta.

Due to the nature of the deal on offer from Blackwell Publishers, it is impossible to assess the merit of it or to make recommendations. Prices of the individual journals in the deal were not available; Blackwell Publishers stresses that the majority of their journals cost in excess of £100, and so institutions can expect to be saving at least £55 per title subscribed to under the deal. No recommendation can be made for individual institutions, as what titles to subscribe to largely depends on the subject content and their relevance to the institutions.

## Blackwell Science and Munksgaard

The deal on offer from Blackwell Science and Munksgaard is in three parts as follows:

- *Option 1* provides electronic-only access to 219 journals for the fee of £1,840 per institution regardless of how many print journals are subscribed to.
- *Option 2* offers electronic only access to individual titles for 90% of the print-only price, with discounts available depending upon the number of electronic-only titles subscribed to.
- *Option 3* offers a combined print and electronic subscription for 110% of the print-only price.
- During the term of the agreement members are given full online access to material from previous years where available.
- The term of the agreement is one year.
- Electronic access is available though the SwetsNet interface or ingenta.

One basis for contemplating *Option 2* where electronic-only individual title selection is allowed, is the assumption that, as print cancellations are not permitted, this applies to any new journals to which the institutions wish to subscribe electronically. No recommendations can be made with regard to this element of the deal, as whether to subscribe to new journals electronically depends on subject content and its relevance to the institution.

It is important to note that where an institution subscribes to a number of Munksgaard titles there may appear to be several journals not available in the deal, this is due to only fifteen Munksgaard titles being included in the deal.

Where 2000 prices are required these have been taken from the Blackwell Science web-site for those journals not available in the deal, as no data were provided for these titles. However, for Munksgaard titles the 1999 prices have been used for those journals not included in the deal as no other data were available (except for Library E where the 2000 data provided by the institution has been used).

VAT has been included on the calculations for the fee per site and electronic only subscriptions to individual titles.

### Library A

- In 1999 Library A subscribed to a total of 11 Blackwell Science and Munksgaard titles (3 of which are not available in the deal) and cost a total of £3,417, with print copies of the same journals costing £3,456 in 2000.
- The first option offered by Blackwell Science and Munksgaard would cost Library A £5,618, and would include print copies of those journals subscribed to, plus electronic access to all 219 titles offered in the deal under option 3.
- If Library A wished to have print and electronic copies of all journals currently subscribed to then this would cost £3,743.

It would be worth Library A considering subscribing to the 'combined' deal, which would result in an 8% increase on print only expenditure in 2000, and would provide both print and electronic access to those titles subscribed to. For a 41% increase in the cost of print only expenditure the

institution could have electronic access to all the titles available in the deal, however, this is a very steep increase and it is not recommended.

#### **Library B**

- Library B subscribed to a total of 16 Blackwell Science and Munksgaard titles in 1999, costing a total of £5,776, with print-only copies of these journals costing £5,369 in 2000.
- The first option available in the deal would cost Library B £7,531 and would give print formats of those journals subscribed to, in addition to electronic access to the 219 titles available in the deal.
- The ‘combined’ option would cost £5,791 and would provide print copies of all journals subscribed to plus electronic access to those journals subscribed to and available in the deal.

Again, it would be worth Library B considering subscribing to the ‘combined’ option (electronic and print formats) which would be an 8% increase on 2000 print-only expenditure. If the institution required electronic access to all 219 titles available in the deal, this would result in a 40% increase on print-only expenditure for the year, and is definitely not recommended.

#### **Library C**

- Print-only expenditure for a total of 93 Blackwell Science and Munksgaard titles (plus subscription to the previous years deal) was £45,700 in 1999, and would be £40,227 in 2000.
- Print formats of those journals subscribed to plus electronic access to all titles available in the deal would cost £42,389 in 2000.
- The ‘combined’ option would cost £43,565.

It would be wise for Library C to subscribe to the first option offered, which would be a 5% increase on print-only expenditure for 2000, and would still be a 7% decrease on print only expenditure in 1999.

#### **Library D**

- In 1999 Library D subscribed to a total of 16 Blackwell Science and Munksgaard titles, at a cost of £4,952, which would drop to £4,897 in 2000.
- The first option would cost the institution £7,059 and would include print copies of those journals subscribed to plus electronic access to all journals available in the deal.
- The ‘combined’ option would cost Library D £5,290 and would give print formats of all journals subscribed to and electronic access to these journals available in the deal.

It could be beneficial for Library D to subscribe to the ‘combined’ offer available under *Option 2*, which would result in an 8% increase on print-only expenditure in 2000 and electronic access to a considerable number of titles. The decision would rest on the usefulness of these titles to the institution.

#### **Library E**

- In 1999 print-only expenditure on a total of 28 Blackwell Science and Munksgaard titles was £14,746, which included £1,438 spent on subscription to the 1999 NESLI deal.
- 2000 expenditure on print-only copies of the 21 journals subscribed to will be £15,543.

- To subscribe to Option 1 and receive electronic access to 219 Blackwell Science and Munksgaard journals in addition to print copies of those journals subscribed to will cost £17,705.
- The 'combined' price of 110% for print and electronic access to those journals subscribed to and available in the deal (plus print copies of those journals not available in the deal) is £16,912, which is an increase of 9% on 2000 print-only expenditure.

It could be worthwhile the institution subscribing to the deal. It may be more beneficial for them to subscribe to option 1 (which will cost only £793 more than option 2) giving electronic access to all available journals, but representing an increase in expenditure of 14% for the year. The decision would rest on the usefulness of these titles to Library E.

### **Conclusion**

For larger Universities (where £1,840 is less than 10% of expenditure on Blackwell Science/Munksgaard journals) it would be advisable to subscribe to Option 1, and therefore receive electronic access to 219 journals. This is the case for Library C. The 'combined' option is reasonably fair for all institutions as it depends on the expenditure of the institution, and for 110% they can purchase electronic and print formats of those journals subscribed to and available in the deal. This may be regarded as a reasonable premium for acquiring electronic formats and it would be beneficial for all institutions to subscribe to the deal.

## Elsevier Science

The details of the deal on offer from Elsevier Science are given below:

- The deal is dependent on the total number of institutions that subscribe; whether more or less than 45 institutions.
- Base expenditure is taken as 1999 expenditure using prices supplied by the institution.
- To gain electronic access to the journals subscribed to (in addition to print copies) then a content fee and a platform fee have to be paid. The content fee is calculated as a percentage of the 'base' expenditure and varies according to the number of institutions that subscribe. The platform fee also varies according to whether more or less than 45 institutions subscribe to the deal.
- If an institution wishes to receive electronic access to all 1,028 Elsevier Science journals, then a cross access fee must be paid, in addition to the content and platform fees. The cross access fee is calculated as a percentage of 'base' spend and varies depending on both the number of institutions that subscribe to the deal and the size of institutional spend- the larger the expenditure the lower the cross access fee percentage.
- The deal is for three years, and there is an annual cap on price increases, which also varies according to whether more or less than 45 institutions subscribe to the deal.
- Cancellation of titles is not permitted, unless the titles cancelled are replaced with a different title so as to maintain print expenditure levels.
- Electronic access is available through either the SwetsNet interface or direct through ScienceDirect. If an institution subscribes to the deal and opts for electronic access through SwetsNet then their overall SwetsNet charge will be £560 (due to a total of 1028 titles and £560 being the maximum payment) regardless of what other deals they subscribe to.

The figures that follow give an example of what expenditure would be in 2000 only. VAT has been included on the content fee, platform fee and the cross access fee.

### Library A

In 1999, Library A's print-only expenditure on 32 Elsevier Science journals was £22,220 and they did not subscribe to the years deal.

*Where more than 45 institutions subscribe to the deal:*

- Using the capped annual increase of 6%, print-only expenditure would rise to £23,553 in 2000.
- The 'content fee' would be £1,799 with the platform fee £1,762. Therefore total expenditure would be £27,114 for print formats of journals subscribed to and electronic access to those journals subscribed to which are available in the deal (an increase of 15% on print-only expenditure).
- If Library A chooses to have electronic access to all Elsevier Science journals, then the cross access fee would be £1,384 and total expenditure would then be £28,498 (an increase of 21%).

Library A should subscribe to the deal without paying a cross access fee and thereby receiving print and electronic copies of only those journals currently subscribed to. Cross access would increase total expenditure by 21% for the year. This is a significant increase and would take more consideration by the institution, however, it is important to remember that this would provide electronic access to over 1,000 journals.

*Where less than 45 institutions subscribe to the deal:*

- Print-only expenditure for 2000 would be £23,886 using the annual capped price increase of 7.5%.
- The content fee would be £2,105 and the platform fee constant at £2,703. Therefore, total expenditure in 2000 on print and electronic formats of those journals subscribed to (a total of 32, with only one not being available in the deal) would be £28,694 (an increase of 20% on print only expenditure).
- Including the cross access fee, total expenditure in 2000 would be £30,658 (an increase of 28% on print-only expenditure), and would provide electronic access to all Elsevier Science journals.

Both the options available result in a significant increase in expenditure. If a decision to opt for electronic availability is made on the basis of enhancing access to material, then it would be preferable for Library A to subscribe without cross access.

#### **Library B**

In 1999 Library B subscribed to a total of 155 Elsevier Science journals and total print-only expenditure was £157,158.

*Where more than 45 institutions subscribe to the deal*

- Using the capped annual increase of 6%, print-only expenditure would rise to £166,588 in 2000.
- The content fee would be £12,723 and the platform fee is £1,763. Therefore, total expenditure on print and electronic access to those journals subscribed to (ten of which are not available in the deal) would be £181,074 in 2000, which is a 9% increase on print-only expenditure for the year.
- It is also possible to subscribe to electronic access to all Elsevier journals, and this cross access fee will cost £3,915 with total expenditure now £184,988 (an increase of 11%).

It would be marginally worth Library B considering subscribing to the deal with electronic access to all available Elsevier journals if more than 45 institutions subscribe to the deal, as this would provide access to a greater range of material, but with an increase in expenditure by 11% for the year.

*Where less than 45 institutions subscribe to the deal:*

- Using the capped annual increase of 7.5%, total print-only expenditure on the 155 Elsevier Science journals subscribed to would cost £168,945 in 2000.
- Print and electronic access to these journals subscribed to would cost £186,536 in 2000, which is a 10% rise on 2000 print-only expenditure.

- The cross access fee is £7,940, resulting in a total expenditure of £194,477 (an increase of 15% on print-only expenditure).

It would be marginally worth Library B considering subscribing to the deal without cross access in this case.

### **Library C**

Total expenditure in 1999 on print-only copies of 305 Elsevier journals (plus subscription to last years NESLI deal) was £367,369.

*Where more than 45 institutions subscribe to the deal:*

- Total expenditure will rise to £370,770 in 2000 using the capped annual increase of 6%.
- Print and electronic access to those journals subscribed to will cost £400,850 in 2000, which is an increase of 8% on print-only expenditure for the year.
- For the institution to receive cross access to all electronic Elsevier journals a fee of £4,357 must be paid, which would result in a total expenditure of £405,207 (an increase of 9% on print spend).

It could be worthwhile Library C subscribing to the deal with cross access, and therefore receive electronic access to all online Elsevier journals, plus print versions of those titles subscribed to, for a 9% increase on the years print-only spend.

*Where less than 45 institutions subscribe to the deal:*

- Using the capped annual price increase of 7.5%, total print expenditure in 2000 will be £376,017.
- Print and electronic access to the journals subscribed to (16 of which are not included in the deal) will cost £411,856, an increase of 10% on print spend.
- For cross access to all electronic journals, a fee of £13,255 needs to be paid, and total expenditure will now be £425,110 (an increase of 13%).

In this situation it would still be marginally worth Library C considering subscribing to the deal with cross access. A rise of 13% is significant but it does provide access to an extended range of titles. The decision would rest on the usefulness of these titles to the institution.

### **Library D**

Library D subscribed to 25 Elsevier print journals in 1999, costing a total of £9,550.

*Where more than 45 institutions subscribe to the deal:*

- Total expenditure will rise to £10,123 in 2000 using the capped annual price increase of 6%.
- Print and electronic access to these journals (one of which is not available electronically) will cost £12,658, an increase of 25% on print only expenditure.
- If the institution requires electronic access to all Elsevier journals then the cross access fee will be £595 and total expenditure £13,253 (an increase of 31% on print spend).

Both situations given above are significant increases. If the institution opt for electronic access it would be more cost effective to subscribe to the deal without cross access, thereby having electronic access only to those journals currently subscribed to.

*Where less than 45 institutions subscribe to the deal:*

- In 2000, print-only expenditure (using the annual capped price increase of 7.5%) will be £10,266.
- Print and electronic access to those journals subscribed to will cost £13,873, an increase of 35% on print-only spend.
- Electronic access to all Elsevier Science journals will result in a cross access fee of £844, and total expenditure will be £14,718 (an increase of 43%).

These are very large increases indeed and the institution would need to consider very seriously its approach to electronic access and the cost effectiveness of subscribing to this deal.

### **Library E**

Library E subscribed to 49 Elsevier Science journals in 1999 (only one of which is not available in the deal), and total print-only expenditure was £62,156

*Where more than 45 institutions subscribe:*

- Total print expenditure would rise to £65,886 in 2000, using the capped annual price rise of 6%.
- The content fee will be £5,032, the platform fee is set at £1,763 (including VAT) and total expenditure on electronic and print formats of journals currently subscribed to will be £72,680 in 2000 (an increase of 10% on print-only expenditure for 2000).
- For an extra £3,097 the institution can receive electronic access to all online Elsevier journals, which would be an increase of 15% on 2000 print-only expenditure.

It could be worthwhile for the institution to consider subscribing to the deal with cross access, as a 15% increase in expenditure seems reasonable for electronic access to over 1000 online journals. The decision would rest on the usefulness of this range of titles to Library E.

It is worth noting that Library E intends to cancel one of its Elsevier journals (costing £820) and subscribing to four new titles in 2000 (which will cost approximately £3,097) all of which are available electronically. These changes have not been included in the calculations given above.

*Where less than 45 institutions subscribe:*

- The cost of print-only subscriptions will be £66,818 in 2000.
- Print and electronic access to those journals subscribed to will cost £75,409 (a 13% rise on print-only expenditure for the year).
- If the institution wishes to have electronic access to all Elsevier journals in addition to print subscriptions then this would increase expenditure by 20%.

It could be marginally worth the institution considering electronic access to those journals they subscribe to, but, electronic access to all Elsevier journals will cost an extra £11,320, which is a very large increase.

**Conclusion**

Overall, in many cases the deal options represent significant additional spending to acquire electronic access and in one or two instances [involving the smaller institutions] the percentage increases are very high indeed. Where electronic access is worth contemplating, it is generally the case that where more than 45 institutions subscribe it would be worthwhile an institution subscribing to the deal with cross access as it represents a relatively small additional percentage increase in spend over the alternative option.

Options are far less attractive where less than 45 institutions subscribe; overall expenditure is higher and the option of having cross access leads to particularly high expenditure, and it would not be cost effective for the institutions to subscribe. The cost of subscription without cross access where less than 45 institutions subscribe is at a similar level to that of subscription with cross access in the case where more than 45 institutions subscribe.

## HighWire Press

The deal on offer from HighWire Press is of a different framework to the other publisher deals and the main points of it are given below:

- The deal offers electronic access to individual titles from a variety of publishers.
- It is totally independent of print subscriptions. Institutions can subscribe to electronic journals not currently subscribed to.
- Any discounts offered are on the basis of the number of institutions that subscribe to the individual electronic titles.
- Where back-files are available, they are offered free with online subscription. The majority of titles have back files to 1997/98.
- Electronic access is available through the SwetsNet interface or direct through HighWire.

VAT has not been included as the publishers represented by HighWire Press are all US-based. Institutions should still take their own local advice as to any possible tax liability.

Although print formats are not considered here, the prices paid by the institution for the print format of a title in 1999 have been included for comparative purposes. Library D does not currently subscribe to any of the journals included in the HighWire Press deal, and so they have not been included here.

For each institution a table is shown below containing the journals currently subscribed to, the range of prices for electronic-only access (depending on the number of institutions subscribing to that particular title) and the range of electronic prices as a percentage of the print price paid by the institution.

### Library A

In 1999 Library A subscribed to three print versions of the journals offered in the deal from HighWire Press:

| Journal                          | Print price | Electronic price range | Range of electronic price as a percentage of print price paid |
|----------------------------------|-------------|------------------------|---|
| Clinical Chemistry               | £351        | £271-£317              | 77%-90%   |
| Journals of Biological Chemistry | £1,190      | £680-£800              | 57%-67%   |
| Journal of Cell Biology          | £551        | £377-£470              | 68%-85%   |

It would only be worth subscribing to electronic access to the journals shown above if the institution is prepared to switch to electronic-only subscriptions. The more institutions that subscribe, the larger the savings that can be made by changing to electronic-only journals.

The electronic-only price is a high percentage of the print price, and if the institution intended to continue with print subscriptions, then expenditure would increase by more than 50%.

## Library B

Library B subscribed to five of the journals on offer in the HighWire Press deal in 1999.

| Journal                                      | Print price | Electronic price range | Range of electronic price as a percentage of print price paid |
|--|-------------|------------------------|---|
| American Journal of Physiology: Consolidated | £1,855      | £1,250-£1,410          | 67%-76%   |
| American Journal of Psychiatry               | £243        | £182-£207              | 75%-85%   |
| Genetics                                     | £454        | £200-£310              | 44%-68%   |
| Journal of Applied Physiology                | £620        | £427-£497              | 69%-80%   |
| Physiological Reviews                        | £231        | £151-£183              | 65%-79%   |

The cost of electronic access varies from 44% to 80% of the original print price depending on the number of institutions that subscribe. As before these are all high proportions, and it would not be worthwhile for Library B to subscribe to electronic access to these journals if they intend to continue print subscriptions.

If, however, the institution intends to switch to electronic-only journals, then it would be worthwhile subscribing to this deal, particularly where a larger number of institutions subscribe to each title.

## Library C

In 1999 Library C subscribed to 16 journals available electronically through HighWire Press:

| Journal                                      | Print price | Electronic price range | Range of electronic price as a percentage of print price paid |
|--|-------------|------------------------|---|
| American Journal of Physiology: Consolidated | £2,066      | £1,250-£1,410          | 67%-76%   |
| American Journal of Psychiatry               | £283        | £182-£207              | 75%-85%   |
| Biophysical Journal                          | £622        | £387-£517              | 62%-83%   |
| Clinical Chemistry                           | £351        | £271-£317              | 77%-90%   |
| European Journal of Biochemistry             | £1,582      | £1,242-£1,380          | 78%-87%   |
| FASEB Journal                                | £412        | £197-283               | 48%-69%   |
| Genetics                                     | £454        | £200-£310              | 44%-68%   |
| Journal of Applied Physiology                | £620        | £427-£497              | 69%-80%   |
| Journal of Cell Biology                      | £792        | £377-£470              | 48%-59%   |
| Journal of Clinical Investigation            | £501        | FREE                   | -   |
| Journal of Experimental Medicine             | £532        | £240-£300              | 45%-56%   |
| Journal of General Physiology                | £452        | £220-£273              | 49%-60%   |
| Journal of Neurophysiology                   | £731        | £430-£500              | 59%-68%   |
| News in Physiological Sciences               | £117        | £70-£91                | 60%-78%   |
| Pediatrics                                   | £162        | £310-£450              | 191%-278%   |
| Physiological Reviews                        | £245        | £151-£183              | 62%-75%   |

*Pediatrics* is listed as being the English Edition in the list provided by the University of Library C. The electronic price is higher than the print version in the list above and is likely to be for the American Edition.

If Library C intends to continue print subscriptions, then it would only be worthwhile for them to subscribe to electronic access to the Journal of Clinical Investigation, which is free.

It would be worthwhile Library C subscribing to the deal and receiving electronic copies of those journals above if they do not intend to continue print subscriptions. This will reduce overall expenditure.

### **Library E**

In 1999, Library E subscribed to print copies of 10 of the journals available in the HighWire Press deal.

| <b>Journal</b>                               | <b>Print price</b> | <b>Electronic price range</b> | <b>Range of electronic price as a percentage of print price paid</b> |
|--|--------------------|-------------------------------|--|
| American Journal of Physiology: Consolidated | £1,512             | £1,250-£1,410                 | 83%-93%  |
| Biophysical Journal                          | £496               | £387-£517                     | 78%-104%   |
| European Journal of Biochemistry             | £1,388             | £1,242-£1,380                 | 89%-99%  |
| Genetics                                     | £454               | £200-£310                     | 44%-68%  |
| Journal of Biological Chemistry              | £1,119             | £680-£800                     | 61%-71%  |
| Journal of Cell Biology                      | £566               | £377-£470                     | 67%-83%  |
| Journal of Experimental Medicine             | £532               | £240-£300                     | 45%-56%  |

Again, electronic access to these journals is a large proportion of the print price, and should only be considered an option if the institution intends to stop print subscriptions to these journals.

### **Conclusion**

The deal on offer from HighWire Press is only beneficial to the institutions if they are prepared to cancel print subscriptions and subscribe to electronic-only access. Overall, the cost of electronic access ranges between 44% and 104% of the print price paid by the institution, and so would represent a considerable saving if print subscriptions are cancelled.

Were print and electronic access subscriptions required by an institution, then the prices represent a considerable premium for acquiring electronic versions.

It is important to note that the offer discussed here is with regard to online access only, and is wholly independent of print subscriptions. It is not possible to indicate what the response from the individual publishers would be if the institutions intend to cancel print subscriptions. This would need to be looked into by the institutions if this the intention.

## Johns Hopkins University Press deal (Project MUSE)

The deal considered here differs slightly from the offers being made by other publishers, in that it not only offers titles from Johns Hopkins University Press but also includes titles from the following publishers:

Carnegie-Mellon University Press  
Duke University Press  
Indiana University Press  
MIT Press  
Oxford University Press

Pennsylvania University Press  
University of Hawaii Press  
University of Texas Press  
University of Wisconsin Press

The main points of the deal are given here:

- The offer has been categorised into four different packages, with a choice of which package to subscribe to; individual title selection is not allowed. *Package 1* contains the full Project MUSE database; *Packages 2 and 3* are subject based; and *Package 4* contains Johns Hopkins University Press titles only. Discounts are available dependent upon the number of institutions subscribing to the deal regardless of which package they are subscribing to. The packages and the price of electronic access to them are given below:

*Package 1:* Project MUSE Full Database (112 titles): £5,333

*Package 2:* Arts and Humanities (86 titles): £4,133

*Package 3:* Social Sciences (50 titles): £2,500

*Package 4:* Johns Hopkins University Press only (45 Titles): £2,300

- The levels of discount are evaluated as follows:

5-19 sites    10% discount

20-39 sites   20% discount

40-59 sites   30% discount

60-99 sites   40% discount

100+ sites    50% discount

- The full database contains 112 titles (compared to 45 offered in 1999).
- A minimum of five institutions are required to subscribe to the deal (regardless of which package they subscribe to).
- The deal only covers online journals and is entirely independent of print subscriptions.
- Back access to files is provided.
- At the end of the term (one year), a CD-ROM is provided to participating institutions so that subscribers will retain ownership of the content they have paid for.
- Electronic access is available through either the SwetsNet interface or direct from Project MUSE.

1999 print expenditure has been included for comparison purposes. VAT is not included as the publishers represented by Project MUSE are US-based. This has caused some confusion as Oxford University Press is UK based, therefore, VAT may be applicable to electronic elements of Oxford University Press journals. Institutions should take their own local advice as to any tax liability.

Prices are approximate and the exact cost will depend on the exchange rate of the US Dollar at the time of subscription. It has been assumed that institutions can still subscribe to the deal even if they do not currently subscribe to any print journals.

#### Library A

| Package | No of journals subscribed to in the package | Cost of print journals subscribed to | Cost of electronic access to package |            |             |             |             |            |
|---------|---|--------------------------------------|--------------------------------------|------------|-------------|-------------|-------------|------------|
|         |   |                                      | No discount                          | 5-19 sites | 20-39 sites | 40-59 sites | 60-99 sites | 100+ sites |
| 1       | 1   | £101                                 | £5,333                               | £4,800     | £4,266      | £3,733      | £3,200      | £2,667     |
| 2       | 1   | £101                                 | £4,133                               | £3,720     | £3,306      | £2,893      | £2,480      | £2,067     |
| 3       | 0   | £0                                   | £2,500                               | £2,250     | £2,000      | £1,750      | £1,500      | £1,250     |
| 4       | 0   | £0                                   | £2,300                               | £2,070     | £1,840      | £1,610      | £1,380      | £1,150     |

Library A only subscribed to one of the print journals available electronically in this deal, and considering the cost of electronic access to the packages, it would not be cost effective for them to subscribe as it would lead to a large increase in expenditure. Further to this, as two of the packages are grouped by subject, it would not be a wise proposition to subscribe as it would appear that the subject content is not relevant to the institution.

#### Library B

| Package | No of journals subscribed to in the package | Cost of print journals subscribed to | Cost of electronic access to package |            |             |             |             |            |
|---------|---|--------------------------------------|--------------------------------------|------------|-------------|-------------|-------------|------------|
|         |   |                                      | No discount                          | 5-19 sites | 20-39 sites | 40-59 sites | 60-99 sites | 100+ sites |
| 1       | 15  | £1,402                               | £5,333                               | £4,800     | £4,266      | £3,733      | £3,200      | £2,667     |
| 2       | 13  | £1,268                               | £4,133                               | £3,720     | £3,306      | £2,893      | £2,480      | £2,067     |
| 3       | 4   | £443                                 | £2,500                               | £2,250     | £2,000      | £1,750      | £1,500      | £1,250     |
| 4       | 6   | £454                                 | £2,300                               | £2,070     | £1,840      | £1,610      | £1,380      | £1,150     |

If the institution wants to have electronic access, then it would be more appropriate for them to subscribe to either *Package 1 or 2* as they provide more titles and also contain more journals already subscribed (in print format) by Library B. However, although Library B subscribes to 15 titles in *Package 1*, subscribing to this option would lead to a significant increase in expenditure (particularly where less than 100 sites subscribe). The institution would need seriously to consider the relevance of the other titles available in the package to their needs.

#### Library C

| Package | No of journals subscribed to in the package | Cost of print journals subscribed to | Cost of electronic access to package |            |             |             |             |            |
|---------|---|--------------------------------------|--------------------------------------|------------|-------------|-------------|-------------|------------|
|         |   |                                      | No discount                          | 5-19 sites | 20-39 sites | 40-59 sites | 60-99 sites | 100+ sites |
| 1       | 38  | £3,086                               | £5,333                               | £4,800     | £4,266      | £3,733      | £3,200      | £2,667     |
| 2       | 30  | £2,428                               | £4,133                               | £3,720     | £3,306      | £2,893      | £2,480      | £2,067     |
| 3       | 12  | £1,110                               | £2,500                               | £2,250     | £2,000      | £1,750      | £1,500      | £1,250     |
| 4       | 17  | £1,301                               | £2,300                               | £2,070     | £1,840      | £1,610      | £1,380      | £1,150     |

Subscription to *Package 1* would provide Library C with electronic access to 38 of journals that they already subscribe to. However, expenditure would increase significantly (especially if print subscriptions are continued), and it would really only be worthwhile for Library C to subscribe in

the case where more than 100 institutions subscribe to the deal. It might also be worthwhile Library C considering subscription to *Packages 2 or 4*, where they already subscribe to a high proportion of journals included, and where the remainder are regarded as useful to the institution. Again, this course of action only becomes worthwhile when more than 100 institutions subscribe.

#### Library D

| Package | No of journals subscribed to in the package | Cost of print journals subscribed to | Cost of electronic access to package |            |             |             |             |            |
|---------|---|--------------------------------------|--------------------------------------|------------|-------------|-------------|-------------|------------|
|         |   |                                      | No discount                          | 5-19 sites | 20-39 sites | 40-59 sites | 60-99 sites | 100+ sites |
| 1       | 17  | £1,192                               | £5,333                               | £4,800     | £4,266      | £3,733      | £3,200      | £2,667     |
| 2       | 16  | £1,126                               | £4,133                               | £3,720     | £3,306      | £2,893      | £2,480      | £2,067     |
| 3       | 2   | £132                                 | £2,500                               | £2,250     | £2,000      | £1,750      | £1,500      | £1,250     |
| 4       | 8   | £527                                 | £2,300                               | £2,070     | £1,840      | £1,610      | £1,380      | £1,150     |

Subscription to any of the packages included in the deal would result in a significant increase in expenditure, particularly where not many institutions subscribe. If the institution wishes to have electronic access, then the most appropriate may be to subscribe to *Package 2*. This package includes 16 (out of the 17 titles available overall in the deal) journals already subscribed to, and, as the package is subject based it is more than likely that the remainder will be relevant to the institution. However, subscription to the deal would increase expenditure significantly, and should only be considered where more than 100 institutions subscribe.

#### Library E

| Package | No of journals subscribed to in the package | Cost of print journals subscribed to | Cost of electronic access to package |            |             |             |             |            |
|---------|---|--------------------------------------|--------------------------------------|------------|-------------|-------------|-------------|------------|
|         |   |                                      | No discount                          | 5-19 sites | 20-39 sites | 40-59 sites | 60-99 sites | 100+ sites |
| 1       | 34  | £2,053                               | £5,333                               | £4,800     | £4,266      | £3,733      | £3,200      | £2,667     |
| 2       | 17  | £1,720                               | £4,133                               | £3,720     | £3,306      | £2,893      | £2,480      | £2,067     |
| 3       | 9   | £483                                 | £2,500                               | £2,250     | £2,000      | £1,750      | £1,500      | £1,250     |
| 4       | 15  | £883                                 | £2,300                               | £2,070     | £1,840      | £1,610      | £1,380      | £1,150     |

Again, subscription to the deal here would result in a significant increase in expenditure, particularly if the institution wishes to continue with print subscriptions. If Library E wants electronic access, then it might be worthwhile subscribing to either *Packages 1, 2 or 4*. However, the institution should consider the relevance of the other journals available in the packages and also the number of institutions that subscribe to the overall deal.

#### Conclusion

The cost of these packages represents a significant increase in expenditure over current print based spending for each institution. Each institution would need to consider the importance of electronic access, whether they intend to continue with print subscriptions or not, and also the relevance of the journals in the packages to their needs before determining a course of action.

It is worth noting that significant discounts attach to subscriptions if a large number of institutions subscribe to the overall deal. This will be a key factor in any decision making.

## Kluwer

The main points of the deal on offer from Kluwer are given below:

- Institutions are required to pay an electronic access fee for electronic access to 609 Kluwer, Kluwer Law, Plenum and Human Sciences journals.
- 1999 print holdings are taken as the base year. 2000 prices are calculated using a capped increase of 7.5% where no cancellations are made. Up to 4% cancellations can be made, however the price increase will then be uncapped (estimated to be 10.88%).
- A minimum spend of £2,500 must be reached by the institution, and for those institutions that fall short, the difference between current spend and £2,500 must be spent before subscribing to the deal.
- The electronic access fee (in 2000) is dependent on the institutions spending, and is calculated as follows:

|                               |                |                           |
|-------------------------------|----------------|---------------------------|
| <i>Institutions spending:</i> | £2,500-£7,500  | 15% electronic access fee |
|                               | £7,501-£15,000 | 12%                       |
|                               | £15,001-       | 10%                       |

- In 2001 the format of the deal alters and institutions are offered electronic-only access with the possibility of purchasing print copies at a discounted price.
- The term of the agreement is two years.
- Those institutions that subscribe before 31st December 2000 will receive back access to files from 1997.
- The method of electronic access is the SwetsNet interface or Kluwer Online.

Cases of cancellation and non-cancellation have been considered below. VAT has been included on the electronic element of the prices. It is important to note that due to the volume of electronic journals available, the SwetsNet charges for access will be £560 for the institution regardless of what other deals it accepts. The figures given here illustrate the maximum cancellations (4%) being made on 1999 holdings.

### Library A

- In 1999 Library A subscribed to 23 Kluwer, Kluwer Law, Plenum and Human Sciences titles (one of which is not included in the deal) for a total expenditure of £10,885.
- Assuming no cancellations are made, 2000 print-only expenditure would rise to £11,702.
- For electronic access this would lead to an electronic process fee of 12%, and total expenditure on print copies of original journals plus electronic access to all 609 journals available in the deal (including VAT where applicable) will be £3,352. This is an increase of 14% on 2000 print-only expenditure.
- In 2001 Library A can purchase electronic-only access to the 609 journals, for a cost of £14,781, an increase of 26% on 2000 print-only expenditure.
- If the institution wishes to continue with print-subscriptions, then combined with the electronic access this would cost £16,039, an increase of 37% on 2000 print expenditure.

- Where 4% (or £435) of 1999 holdings are cancelled, this would lead to a print-only expenditure of £11,587 in 2000 (using 10.88% price increase).
- The electronic process fee is 12%, and total expenditure on print and electronic access (to 609 titles) would be £13,220.
- In 2001, Library A could opt to have electronic-only access for £15,096, or, including print copies of those journals originally subscribed to, total expenditure would be £16,330.

The deal considered here is not as beneficial to the institution in 2001. Switching to electronic access attracts VAT and leads to a significant increase in expenditure, compared to 2000 print spend. If print subscriptions are continued the budgeting situation is even more prohibitive. If print subscriptions are cancelled, electronic-only access will lead to a 26% increase on 2000 print-only expenditure and the merits of this need to be seriously considered by the institution.

Were the institution to subscribe then it would be more beneficial to subscribe to this deal without making any cancellations, as overall spend for the two years would be slightly less than it would be if cancellations were made.

#### **Library B**

- Library B subscribed to 39 Kluwer, Kluwer Law, Plenum and Human Sciences titles in 1999 (only 2 of which are not available in the deal), and total print spend for the year was £20,421.
- Assuming that no cancellations are made (and using the annual capped price rise of 7.5%) print-only expenditure would rise to £21,952 in 2000.
- The electronic process fee is 10%. Total expenditure in 2000 on print copies of those journals originally subscribed to plus electronic access to 609 journals (including VAT) would cost £24,532, a 12% increase on 2000 print-only expenditure.
- In 2001, electronic-only access would cost £27,729. If Library B wishes to continue with print subscriptions, then total expenditure would be £30,039, an increase of 37% on 2000 print-only spend.
- If Library B makes up to 4% cancellations (£817) on 1999 print holdings, then print spend would cost £21,737 in 2000 (using uncapped increase of 10.88%).
- The electronic process fee is 10%, and total expenditure (including electronic access to the 609 journals in the deal) would be £24,291.
- In 2001 electronic-only access will be £28,320, and including print copies total expenditure would be £30,730.

Again, switching to electronic-only access in 2001 leads to a significant increase on 2000 print-only expenditure. This is largely due to VAT being applicable to electronic journals. The institution would need to consider carefully the cost effectiveness of subscribing to this deal, where 2001 electronic-only expenditure represents an increase of 37% on 2000 print-only spend.

Were Library B to subscribe then it would be more beneficial to subscribe to this deal without making any cancellations, as overall spend for the two years would be slightly less than it would be if cancellations were made.

### Library C

- In 1999, Library C subscribed to a total of 93 Kluwer, Kluwer Law, Plenum and Human Sciences journals (6 of which are not included in the deal) and total print expenditure was £49,521.
- If no cancellations are made, and using the annual capped price increase of 7.5%, print-only expenditure will rise to £53,235 in 2000.
- The electronic access fee will be 10%, and this will lead to a total expenditure (including print journals subscribed to and electronic access to 609 journals) of £59,490, an increase of 12% on 2000 print-only expenditure.
- In 2001 the format changes and Library C can purchase electronic-only access to the 609 journals available in the deal for £67,243, an increase of 26% on 2000 print-only expenditure. In addition, print copies of journals originally subscribed to will increase expenditure to £72,966, a 37% increase on 2000 print-only spend.
- If a total of 4% cancellations are made (£1,981) then print-only expenditure in 2000 will be £52,713.
- Total expenditure (including electronic access) will be £58,907.
- In 2001, electronic-only access will be £68,676, and, if the institution wishes to continue with print holdings, then total expenditure will stand at £75,521.

Switching to electronic-only access in 2001 is not beneficial for the institution, as it attracts to VAT and leads to a significant increase in expenditure (particularly so if print subscriptions are continued) compared to 2000 print expenditure. Library C would need to consider carefully whether to continue with print subscriptions or not, as it would not be very cost-effective to do so under the deal.

Were the institution to subscribe then it would be more beneficial to subscribe to this deal without making any cancellations, as overall spend for the two years would be slightly less than it would be if cancellations were made.

### Library D

- The Library D subscribed to a total of 6 Kluwer, Kluwer Law, Plenum and Human Sciences journals in 1999 with a total cost of £1,682 for print copies.
- Using the capped price increase of 7.5% this would rise to £1,808 in 2000. This is below the required minimum spend stated in the deal and so, should the institution wish to participate in the deal then the difference between £2,500 and current subscriptions needs to be paid (perhaps by subscribing to further print holdings?).
- The electronic access fee will then be 15% and total expenditure on print copies of original subscriptions, plus electronic access to 609 journals, will be £2,941 in 2000.
- In 2001, expected electronic-only expenditure will be £3,158, which would rise to £3,423 if the institution requires print copies of the six original subscriptions.
- Due to being below the minimum spend level in 1999, Library D would be unable to make any cancellations and so that case will not be included here.

Subscribing to the deal considered here would lead to a significant increase on 1999 print expenditure. It should only be considered an option if receiving electronic access to the 609 Kluwer titles included are relevant to their needs, and they are prepared to pay the premium for electronic access and an extended range of titles.

#### **Library E**

- In 1999, Library E subscribed to a total of 48 titles and print-only expenditure was £21,226, with this expected to rise to £22,818 in 2000.
- The electronic access fee is 10%, with total expenditure on electronic access to all journals available in the deal, plus print copies of the original journals subscribed to, costing £25,499.
- In 2001, the deal changes with electronic-only access (to the 609 titles) expected to cost £28,822, rising to £31,275 where print copies of the 48 original journals subscribed to are purchased (optional).
- If 4% cancellations are made on 1999 holdings, this will lead to a print-only expenditure of £22,594 in 2000.
- Electronic access (in addition to print subscriptions) to all 609 titles will cost £25,249 in 2000.
- In 2001 electronic-only access to all journals available in the deal will cost £29,437, and if the institution requires print copies of the original titles subscribed to then the total will be £31,942.

Switching to electronic-only access in 2001 results in a significant increase in expenditure (40% on 2000 print-only spend where print subscriptions are continued). The institution would need to consider whether or not they intend to continue print subscriptions, and the importance of electronic access to them. However, it is worth noting that in 2001 the institution does not have to purchase print copies of all journals originally subscribed to, and individual title selection is an option.

Library E has stated that they wish to purchase a further seven Kluwer titles and this adds a further factor to determining action.

#### **Conclusion**

The deal on offer from Kluwer appears to be reasonable in the context of acquiring electronic access to a range of titles. In order to gain access to the titles included in the deal institutions must pay an electronic access fee. This is a percentage of the institution's holdings ranging between 10% and 15% depending on institutional spend. In the circumstances, this is a significant but reasonably fair increase on yearly expenditure and it would be worth institutions considering subscribing to this deal if they place a premium value on electronic access to 609 journals.

Where an institution does not currently subscribe to many of the journals available in the deal it may be a strong indicator of the usefulness of material to that institution. Although, the deal offers electronic access to 609 journals, it is only worthwhile if the subject content is perceived to be of value. The relevance of the journals in the overall package to the institution's requirements needs to be taken fully into consideration.

There is the option to make up to 4% cancellations on 1999 subscriptions, however, this results in the institutions having to pay a higher (uncapped) increase in print prices. For the five institutions considered here, this has led to higher spend overall for the two years, and so it would be unwise for any institutions subscribing to make cancellations. One problem with this deal is the switch to electronic-only access in 2001, as electronic journals attract VAT and so expenditure for the institution rises significantly as a result.

## Mary Ann Liebert

The main points of the Mary Ann Liebert deal are outlined below:

- 15 journals are available electronically and they cover topics such as AIDS, biomedical research, clinical medicine and surgery, and law and technology.
- Any participating institutions must have a minimum combined spend of £23,333 (depending on the US exchange rate) on Mary Ann Liebert journals is required. This includes all expenditure on print-only, electronic-only and 'combined' (electronic and print) journals.
- Free access is provided to 1999 back files.
- The term of the agreement is for one year.
- Three options are available:
  - Institutions can switch to electronic-only access to journals for 95% of the US domestic print-only price, which is a discount of 5%.
  - If the institution chooses to continue with print subscriptions, then electronic access is available for a 10% surcharge on print expenditure, i.e. electronic and print subscription is 110% of the print price.
  - Institutions can have electronic-only access to non-subscribed journals for 25% of the usual electronic-only price.
- The journal 'Biosoftware and Internet' is available free to any institution that subscribes to at least one online Mary Ann Liebert title.
- Electronic access is available through the SwetsNet interface.

VAT is not included as the publisher is US-based, however, institutions should still seek their own local advice as to any possible tax liability.

Libraries A, B, D and E do not subscribe to any Mary Ann Liebert titles, and so they are not included here. Library C subscribes to two Mary Ann Liebert journals, neither of which are available in the deal. It has therefore not been possible to make a formal evaluation of this deal.

Analysing the deal on offer from Mary Ann Liebert has been a confusing task. The list of journals available in the deal that was sent to LISU differs slightly from the one available on the NESLI JISCmail web-site. We decided to use the list available from the NESLI JISCmail web site.

Although the deal cannot be analysed for any of the institutions included in this report, it is worth noting that on the face of it, the deal offered by Mary Ann Liebert is fair and would be worthwhile subscribing to. For those institutions that subscribe to journals included in the deal, a price of 110% of the print price for electronic and print formats would be reasonable. The switch to electronic-only access would cost 95% of the print price; again a reasonable deal. In assessing the deal for any UK institution however, VAT liability should be ascertained.

## MCB University Press

The main points of the deal on offer here are outlined below:

- The deal is a two-year agreement.
- It provides electronic access to the complete Emerald database (individual title selection is not possible) with discounts depending on the number of institutions that subscribe to the deal.
- The cost of electronic access (excluding VAT) to the Emerald database (with discounts) is shown below. 2001 electronic prices are the same as 2000, however no print prices were supplied for 2001 and so the calculations shown are for 2000.

|             |         |
|-------------|---------|
| 0-9 sites   | £10,949 |
| 10-19 sites | £10,549 |
| 20+ sites   | £9,549  |

- CD-ROMs of the journals are provided to any institution that subscribes to the deal.
- Print subscriptions can be purchased for a 25% discount off the list price. There is no requirement to continue with print subscriptions. This discount only applies to print versions of those journals available electronically.
- Journal coverage is back to 1994 and abstracts go back to 1999.
- Electronic access is available through the SwetsNet interface or direct to Emerald at MCB.

In the calculations below, prices are given for both electronic-only access and print and electronic subscriptions. VAT has been included in the electronic element of the calculations. 2000 expenditure has been calculated using the list prices supplied by the publisher where possible.

### Library A

In 1999 Library A subscribed to 39 MCB print journals and total expenditure was £30,745, with two of these journals not available in the deal. 2000 print expenditure is expected to be £59,802.

| Number of sites<br>subscribing to the<br>deal | Cost of electronic-only access<br>(incl. VAT and current subscriptions to those<br>journals not available in the deal) | Cost of electronic and print<br>subscriptions |
|---|--|---|
| 0-9   | £13,746  | £57,827                                       |
| 10-19   | £13,276  | £57,357                                       |
| 20+   | £12,101  | £56,182                                       |

There is a large leap in print expenditure for the institution between 1999 and 2000 (an increase of 95%). When comparing prices paid by Library A in 1999 for journals with the prices paid by other institutions, it appears that Library A has paid less (in some cases half) for the same titles. The comparisons given here should be treated with caution. If the figures are correct, and if the institution is prepared to pay nearly £30,000 more on print expenditure in 2000 (compared to 1999), then it would be worthwhile for them to subscribe to the deal, which would reduce expenditure by at least 3% for the year.

It would definitely be worthwhile for the institution to consider switching to electronic-only access, which would be at least a 55% reduction on 1999 expenditure.

#### Library B

In 1999 Library B's expenditure on MCB titles was £14,804, which includes £13,894 spent on last year's NESLI deal. Therefore it would be wise for Library B to subscribe to the new deal on offer from MCB University Press, as this will cost them less than they spent on last year's deal.

| Number of sites subscribing to the deal | Cost of electronic-only access (incl. VAT and current subscriptions to those journals not available in the deal) | Cost of electronic and print subscriptions |
|---|--|--|
| 0-9                                     | £13,126  | £13,575                                    |
| 10-19                                   | £12,656  | £13,105                                    |
| 20+                                     | £11,481  | £11,930                                    |

Assuming that Library B will continue with the subscriptions made last year, it would be worthwhile for them to subscribe to the new deal, as it will reduce expenditure for them (by 8-19%).

#### Library C

In 1999 Library C subscribed to 22 MCB titles, two of which are already online journals and so are not included in the deal, total print expenditure was £26,726. Expenditure in 2000 on these journals is expected to be £24,762.

| Number of sites subscribing to the deal | Cost of electronic-only access (incl. VAT and current subscriptions to those journals not available in the deal) | Cost of electronic and print subscriptions |
|---|--|--|
| 0-9                                     | £13,137  | £31,505                                    |
| 10-19                                   | £12,667  | £31,035                                    |
| 20+                                     | £11,492  | £29,860                                    |

It would be worth Library C considering subscribing to the deal if more than 20 sites subscribe. However, it would be more beneficial for Library C to consider switching to electronic-only copies of those journals available in the deal. This would reduce expenditure by at least 51% on 1999 expenditure.

#### Library D

In 2000 the Library D intends to subscribe to three MCB journals, their total cost will be £1,547.

| Number of sites subscribing to the deal | Cost of electronic-only access (incl. VAT and current subscriptions to those journals not available in the deal) | Cost of electronic and print subscriptions |
|---|--|--|
| 0-9                                     | £12,865  | £14,025                                    |
| 10-19                                   | £12,395  | £13,555                                    |
| 20+                                     | £11,220  | £12,380                                    |

Subscribing to the deal considered here would lead to a dramatic increase in annual expenditure for the Library D, and it would not be cost-effective for the institution to subscribe to the deal.

### **Library E**

Library E subscribed to a total of three MCB journals in 1999, and total expenditure was £2,389. All three of the journals subscribed to are available in the deal. In 2000, total print spend on these journals will be £2,967.

| <b>Number of sites<br/>subscribing to the<br/>deal</b> | <b>Cost of electronic-only access<br/>(incl. VAT and current subscriptions to those<br/>journals not available in the deal)</b> | <b>Cost of electronic and print<br/>subscriptions</b> |
|--|---|---|
| 0-9  | £12,865   | £15,090   |
| 10-19  | £12,395   | £14,620   |
| 20+  | £11,220   | £13,445   |

Subscribing to the deal offered from MCB would result in a dramatic increase in expenditure for Library E. This is true of all cases, regardless of the number of institutions that subscribe and whether print subscriptions are continued or not. It would not be worthwhile Library E subscribing to the deal.

### **Conclusion**

The deal on offer here is in the form of a licence fee for access to the entire Emerald database, regardless of how many titles are subscribed to or the size of institutional spend. Any institution spending £11,000 or more on MCB journals would benefit financially by switching to electronic-only access under this deal.

Any institution spending £44,000 or more on MCB journals should accept the deal, and will make a saving without cancelling print subscriptions.

## National Research Council, Canada (NRC)

The main points of the deal from National Research Council are as follows:

- The deal is based on electronic-only access to all 14 journals from NRC, with discounts available depending on the number of institutions that subscribe.
- The standard price for the electronic-only collection in 2000 is £6,119; the price is dependent on the number of sites as follows:

|                     |                     |
|---------------------|---------------------|
| 10-15 sites: £3,934 | 31-40 sites: £2,855 |
| 16-20 sites: £3,497 | 41-50 sites: £2,622 |
| 21-25 sites: £3,278 | 51+ sites: £2,185   |
| 26-30 sites: £3,060 |                     |

- All sites that subscribe to the deal receive access to 1998 and 1999 material, and back-access to 1997 material where available.
- The term of the agreement is for one year.
- A minimum of ten sites are required to subscribe to the deal.
- It is not possible to purchase electronic access to individual titles.
- All sites that subscribe to the deal are entitled to purchase print subscriptions for a 75% discount. There is no requirement to continue print subscriptions.
- Electronic access is available from the SwetsNet interface or direct from the National Research Council, Canada.

**Notes** Prices supplied by the publisher were in Canadian dollars and so an exchange rate of \$2.10 has been used, therefore prices will vary depending on the exchange rate at the time of subscription. VAT is not included as NRC is a Canadian publisher, however the institutions should still seek their own local advice as to any possible tax liability. The Library D does not subscribe to any NRC journals and so is not included here.

### Library A

In 1999 Library A subscribed to two NRC print journals at a cost of £711, and 2000 print expenditure will be £660.

|                                     | 10-15 sites | 16-20 sites | 21-25 sites | 26-30 sites | 31-40 sites | 41-50 sites | 51+ sites |
|-------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| 2000 electronic expenditure         | £3,934      | £3,497      | £3,278      | £3,060      | £2,855      | £2,622      | £2,185    |
| 2000 print & electronic expenditure | £4,099      | £3,662      | £3,443      | £3,225      | £3,020      | £2,787      | £2,350    |

If Library A chose to subscribe to the deal, with or without continuing print subscriptions, this would result in a dramatic increase in yearly expenditure, therefore, it would not be cost-effective for them to subscribe.

### Library B

In 1999 Library B spent £287 on one NRC print journal, which is expected to cost £213 in 2000.

|                                     | 10-15 sites | 16-20 sites | 21-25 sites | 26-30 sites | 31-40 sites | 41-50 sites | 51+ sites |
|-------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| 2000 electronic expenditure         | £3,934      | £3,497      | £3,278      | £3,060      | £2,855      | £2,622      | £2,185    |
| 2000 print & electronic expenditure | £3,987      | £3,550      | £3,331      | £3,113      | £2,908      | £2,675      | £2,238    |

Library B only subscribes to one NRC print journal. Subscription to the deal would lead to a dramatic increase in expenditure and it would not be worthwhile for them.

### Library C

Library C subscribed to eight NRC print journals in 1999, and expenditure on them was £3,685. 2000 print expenditure will be £2,817.

|                                     | 10-15 sites | 16-20 sites | 21-25 sites | 26-30 sites | 31-40 sites | 41-50 sites | 51+ sites |
|-------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| 2000 electronic expenditure         | £3,934      | £3,497      | £3,278      | £3,060      | £2,855      | £2,622      | £2,185    |
| 2000 print & electronic expenditure | £4,638      | £4,201      | £3,982      | £3,764      | £3,559      | £3,326      | £2,889    |

Library C subscribes to print copies of eight of the journals available electronically in the deal from NRC. Subscription to the deal (continuing with print subscriptions) would be worthwhile when more than 30 institutions subscribe.

There is also the possibility for Library C to switch to electronic-only access to the 14 journals available in the deal. This would reduce expenditure even further, and where more than 40-institutions subscribe, 2000 expenditure would be lower than that for 1999. If less than 40-sites join the deal, this would result in a maximum increase of 7% on 1999 expenditure, and would still be worth considering.

### Library E

In 1999 Library E subscribed to four NRC journals, and their print expenditure was £1,251. In 2000 print expenditure will be £1,291.

|                                     | 10-15 sites | 16-20 sites | 21-25 sites | 26-30 sites | 31-40 sites | 41-50 sites | 51+ sites |
|-------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| 2000 electronic expenditure         | £3,934      | £3,497      | £3,278      | £3,060      | £2,855      | £2,622      | £2,185    |
| 2000 print & electronic expenditure | £4,257      | £3,820      | £3,601      | £3,383      | £3,178      | £2,945      | £2,508    |

The lowest expenditure for Library E in 2000, if they subscribed to the deal, would be when more than 51 institutions also subscribe and print subscriptions were cancelled. This would cost £2,185. This would still be an increase of 69% on 2000 print-only expenditure, which is substantial and it would not be cost-effective for Library E to subscribe to the deal.

**Conclusion**

Again, the deal on offer here is only beneficial for larger institutions that subscribe to a large number of NRC journals. Out of the institutions mentioned here, Library C is the only one that should really consider participating in the deal. An electronic licence that is the same price for all institutions, regardless of expenditure, will favour those institutions that already subscribe to a significant proportion of the titles on offer, or have a need for them [and the resources to acquire them]. Smaller institutions, or institutions that subscribe to fewer of the journals, will suffer a substantial increase in their annual spend if they subscribed to this deal.

## Oxford University Press

The deal on offer from Oxford University Press is in three parts:

- (1) **Option 1** allows institutions to purchase electronic-only access to non-subscribed journals for 15% of the 'combined' print and electronic price per journal (all current subscriptions are 'combined' print and electronic). This option is not considered here as the decision as to which non-subscribed journals (if any) to purchase in electronic-only format depends on the relevance of the journals to the institution. No recommendations are therefore made.
- (2) **Option 2** offers special pricing for the purchase of subject clusters of journals. All Oxford University Press titles have been grouped into clusters as follows:

|                  |                           |             |
|------------------|---------------------------|-------------|
| <i>Cluster 1</i> | Biomedical                | (46 titles) |
| <i>Cluster 2</i> | Law                       | (12 titles) |
| <i>Cluster 3</i> | Computing and Mathematics | (10 titles) |
| <i>Cluster 4</i> | Philosophy                | (3 titles)  |
| <i>Cluster 5</i> | Social Sciences           | (11 titles) |
| <i>Cluster 6</i> | Remaining OUP journals    | (6 titles)  |

The fee for purchasing online access to a whole cluster is calculated as 15% of the total list price ('combined' subscription rates) of all journals in the cluster not subscribed to by the institution. An additional discount of 5% is available where an entire cluster is purchased. No cancellations of current subscriptions is permitted. To make this clear, here is an example provided by Oxford University Press:

*A NESLI customer subscribes to 6 journals in Cluster 2, at a cost of £555. The list price of the remaining 6 journals is £663, and so, the institution can receive electronic access to these titles for £99.45 (the 'consortial premium'). For taking the entire cluster an extra discount of 5% on the 'consortial premium' is given (i.e. £99.45-5%). Therefore electronic-only access to the remaining titles will cost £111.01 (including VAT). The total price for subscribing to the entire cluster is £555+111.01=£666.01.*

- (3) As a further option it is possible to convert a current 'combined' (print and electronic) subscription to electronic-only for 90% of the 'combined' list price (VAT has been applied here).

VAT has been applied to calculations involving electronic access at a rate of 17.5%. The method of electronic access is available through the SwetsNet interface or direct from the publishers.

### Library A

#### Option 2

##### Cluster 1:

- In 1999 Library A subscribed to three out of the 46 titles available in this cluster, and these journals will cost £490 in 2000 for 'combined' (print and electronic) subscription.
- Electronic access to the remaining 43 titles in this cluster will cost a further £2,472.
- Total expenditure on this cluster in 2000 will be £2,962.

It would not be worthwhile Library A subscribing to this cluster as it is a large increase to pay when only three journals in the subject were originally subscribed to.

*Cluster 2:*

- Out of the 12 titles available in this cluster, Library A subscribed to ‘combined’ formats of four of them in 1999. Expenditure on these journals in 2000 is expected to be £415.
- Electronic access to the remaining journals in this cluster would cost £134.
- Total expenditure on this cluster would be £549.

In cash terms this is not an unreasonable extra spend for the additional titles although it does represent a 32% increase. If the content of the remaining titles is relevant to the institution it would be worthwhile Library A subscribing to this cluster.

*Cluster 3:*

- Library A subscribed to three (out of ten) journals available in this cluster in 1999, and 2000 ‘combined’ (print and electronic) expenditure is expected to be £800.
- The institution could subscribe to electronic access to the remaining seven titles in this cluster for an extra £244.
- Total expenditure for the cluster will be £1,044, which is an increase of 30% on original 2000 expenditure.

It may be beneficial for Library A to subscribe to this package if the subject content is relevant to them.

*Cluster 4:*

- Library A did not subscribe to any of the titles available in his cluster in 1999.
- Electronic access to all titles in the cluster could be purchased for £35.

It may not be appropriate for Sheffield to subscribe to this cluster, despite the low price, as the lack of original subscriptions may imply that the subject [Philosophy] is not of major interest to the institution. On the other hand, if the institution is interested, or developing an interest in the area then it should subscribe to electronic-only access to the cluster.

*Cluster 5:*

- In 1999 Library A subscribed to three ‘combined’ formats out of the 11 titles included in this cluster, and 2000 expenditure on them will be £392.
- For an extra £177 the institution can have electronic-only access to the remaining eight titles in the cluster.

It would be worth the institution considering subscribing to this cluster if they view the remaining journals to be relevant to them. The additional expenditure is reasonable in cash terms, although it needs to be noted that it represents a significant 45% increase in spend.

*Cluster 6:*

- Library A did not subscribe to any of the journals available in this final cluster.
- Electronic access to this cluster could be purchased for £159.

Cluster 6 represents a mix of titles not particularly attributed to any subject area. As no original journals were subscribed to, and this is not a ‘subject’ cluster it is difficult to assess the value of

its constituents to Library A. Therefore, unless the cluster includes journals that the institution really wants it would not be worthwhile subscribing.

### **Option 3**

Another option would be for the institution to switch to electronic-only access of the 'combined' journals already subscribed to, for 90% of the list price. Therefore, Library A's 2000 electronic-only expenditure (on 13 individual titles given in the 'cluster' lists) would be £1,887.

If Library A subscribed to clusters 2, 3 and 5 as recommended above, then 2000 expenditure would be £2,652 (excluding expenditure on those journals not available in the clusters, which cost £170 in 1999). This would provide electronic and print copies of 12 journals and electronic-only access to 23 titles.

Either of the options given here would be worthwhile Library A subscribing to, however the decision of whether to subscribe to the clusters depends on the relevance of the subject content of the remaining journals to the institution. Electronic access would definitely be worthwhile considering, as it would reduce expenditure.

## **Library B**

### **Option 2**

#### *Cluster 1:*

- Library B did not subscribe to any of the titles included in this cluster in 1999.
- Electronic access to all the titles in the cluster could be subscribed to for a cost of £2,555.

The institution's current interest in this cluster is nil and it would appear that it has no need for the subject contents covered by the journals. Subscription to this cluster is not recommended.

#### *Cluster 2:*

- In 1999, Library B subscribed to 2 of the 10 journals included in this Law cluster, with 2000 'combined' spend expected to be £203.
- For an extra £170 the institution could receive electronic access to the remaining 10 titles

Subscription to the entire cluster would be worth considering if the institution views the remaining titles worthwhile. The additional expenditure is reasonable in cash terms, although it needs to be noted that it represents a very substantial 83% increase in spend.

#### *Cluster 3:*

- Expected 2000 'combined' expenditure on the 3 journals subscribed to by the institution will be £667.
- Electronic-only access to the remainder of the cluster would cost an additional £266.

Subscription to the entire cluster would be worth considering if the institution views the remaining titles worthwhile. The additional expenditure is not unreasonable in cash terms, although should to be noted that it is an increase of almost 40% in spend.

#### *Cluster 4:*

- Library B subscribes to 2 out of the 3 titles available in the Philosophy cluster, and 'combined' 2000 expenditure will be £146.

- For an additional £10 Library B could receive electronic-only access to the remaining journal.

For an extra £10 it would definitely be worthwhile for Library B to subscribe to the whole cluster.

*Cluster 5:*

- Six of the eleven journals included here are subscribed by the institution, with 2000 ‘combined’ expenditure expected to be £858.
- Electronic-only access to the remaining titles would cost a further £99.

£99 is not an unreasonable amount to pay for electronic access to 5 journals. Library B already subscribes to over half of the journals in this cluster. Though the scope of the Social Sciences cluster may be quite wide, the remaining journals may cover topics relevant to them, and it would be worthwhile for them to subscribe.

*Cluster 6:*

- Library B only subscribes to one of the titles available here, at a ‘combined’ (electronic and print) cost of £103 in 2000.
- The remaining titles could be purchased in electronic-only format for £141.

Subscription to this cluster may not be very cost effective for the institution as the array of ‘miscellaneous’ titles covered here may not be relevant to Library B.

**Option 3**

Alternatively, Library B could purchase electronic-only access to those journals already subscribed to (and included in the cluster lists). This would cost £1,779 for 14 titles. The decision depends upon the importance that the institution places on maintaining the availability of print formats of journals.

If Library B opted to subscribe to the clusters indicated as worth considering above (2, 3, 4 and 5), then total expenditure in 2000 would be £2,553, and would provide ‘combined’ formats of all original journals subscribed to (and available in the clusters), plus electronic-only access to 23 titles.

Either of the options discussed here would be worthwhile for the institution. Electronic-only access will reduce expenditure. Subscribing to selected clusters would increase overall expenditure by 29%, though the actual cash sums involved are relatively modest, and this would continue print subscriptions plus electronic access to 23 previously unsubscribed journals. The usefulness of these extra titles would need to be assessed by the institution.

**Library C**

**Option 2**

*Cluster 1:*

- Library C subscribes to 22 of the 46 titles included in the Biomedical cluster, and expenditure on ‘combined’ subscription is £8,702.
- For an additional £1,097, Library C could receive electronic-only access to the remainder of the journals in the cluster.

If the remaining journals are assessed as relevant and useful to Library C, then it would be worthwhile considering subscribing to the entire cluster for an increase of 13% in expenditure. The cash sum involved is significant, however.

*Cluster 2:*

- Library C subscribes to 8 of the 12 titles available here, at a cost of £787 for ‘combined’ (electronic and print) formats.
- Library C could purchase electronic-only access to the remaining four titles included in this cluster for £72.

Subscribing to the whole cluster represents a very modest increase and it would be cost-effective for the institution in order to obtain access to four additional titles.

*Cluster 3:*

- Library C’s 2000 ‘combined’ expenditure on 7 of the titles included in this cluster will be £1,632.
- The institution can purchase electronic-only access to the remaining titles for £105.

Subscribing to the whole cluster represents a very modest increase and it would be cost-effective for the institution in order to obtain access to the three additional titles.

*Cluster 4:*

- Library C subscribes to all of the journals offered in the Philosophy cluster, and so no calculations are required. It is not, however, clear whether Library C will now receive an extra 5% discount on expenditure for subscribing to the entire cluster.

*Cluster 5:*

- Library C’s ‘combined’ spend in 2000 on 6 journals offered in this cluster is £848.
- Electronic-only access to the remaining 5 titles can be purchased for £101

Again, it would appear beneficial for Library C to subscribe to this cluster, though the argument is not as compelling as for the clusters examined above. They subscribe to over half of the journals available in the cluster. Though the scope of the Social Sciences cluster may be quite wide, the remaining journals may cover topics relevant to them, and it would be worthwhile for them to subscribe.

*Cluster 6:*

There is only one journal in this cluster not already subscribed to by Library C. Acquiring the cluster would entail additional expenditure of £20 and it may be argued that this is worthwhile as it represents a very modest extra spend. However, this cluster comprises a ‘miscellany’ of titles and the extra one would need to be of interest to Library C.

Alternatively, it is possible for the institution to switch to electronic-only access of the journals already subscribed to, and in Library C’s case this would mean that 2000 expenditure will be £11,703 (for 53 titles) compared to the ‘combined’ (electronic and print) expenditure of £13,003. The decision depends upon the importance placed on print copies by the institution.

If the university chose to subscribe to all clusters recommended above, 2000 expenditure would be £14,399 (an increase of 11% on 'combined' expenditure) and would continue with print and electronic subscriptions of the 53 journals included in the deal, plus electronic-only access to an additional 35 titles.

Either of the options discussed here would be worth considering for Library C.

#### **Library D**

##### **Option 2**

###### *Cluster 1:*

- Library D only subscribed to 2 out of the 46 available titles in this cluster, and their 2000 'combined' expenditure is £335.
- The institution could purchase electronic-only access to the remaining titles for £2,499.

Acquiring the cluster is not recommended. The additional cost would exceed £2000. Moreover, it would appear that the subject content is not particularly relevant to the institution's interests.

###### *Cluster 2:*

- Library D subscribes to 4 titles on offer in this cluster, and 2000 'combined' (print and electronic) expenditure will be £446.
- For an additional £129, the institution can receive electronic-only access to the remaining journals in the cluster.

The cost of acquiring the cluster is relatively modest in cash terms, although it does represent a rise in spend of about 29%. It may be worth Library D considering subscribing to the entire cluster if they consider the other journals cover subjects relevant to their needs.

###### *Cluster 3:*

- Library D subscribes to only one of the journals available in this cluster, and the 'combined' expenditure is £380.
- The institution could subscribe to electronic-only access of the remainder of the cluster for a cost of £314.

This is a difficult decision for Library D. The additional cost in cash terms is moderate to high, and it represents an 82% rise in spend. If the institution thought the cluster subject content to be relevant, then it could be worth considering subscribing. However, the fact that they only currently subscribe to one journal out of the eleven may indicate that this is not the case.

###### *Cluster 4:*

Library D can subscribe to electronic-only access of the one journal not already subscribed to in this cluster for an extra £10, and it would appear to be beneficial for them to do so.

###### *Cluster 5:*

- Library D subscribes to three of the titles on offer here, with a 'combined' (print and electronic) price of £382.
- Electronic-only access to the remainder of the cluster will cost £560.

This is a significant extra spend [145%] and Library D is faced with another difficult decision. It would need to evaluate the relevance and usefulness of the extra titles very carefully before committing such additional spending. . Though the scope of the Social Sciences cluster may be quite wide, subscribing to the remaining titles would only be worthwhile if the institution believes their subject content to be relevant.

*Cluster 6:*

Only one journal is already subscribed in this cluster, and although it would only cost £146 extra to receive electronic access to the remaining five titles available, the institution would need to assess how relevant the subject content is to the course content at the institution.

**Option 3**

Alternatively, the institution could switch from 'combined' subscriptions to electronic-only access of those journals already subscribed to. This would reduce expenditure on 13 titles from £1,765 to £1,589, and would depend on the importance placed on print copies by Library D.

If the institution decided to subscribe to clusters 2, 3, 4 and 5, total expenditure in 2000 will be £2,398 (an overall increase of 36%) and would include print and electronic formats of the original journals subscribed to, plus electronic-only access to an additional 26 titles.

Both of the options shown here are worth considering, although some of the decisions that need to be made are quite difficult and involve Library D in assessing its whole attitude [as well as its financial capability] to extending access to serials titles. The decision ultimately depends on the importance placed by the Library D on print subscriptions, their perception of the usefulness of the subject content of the extra 26 titles, as well as their capacity to budget 'creatively'.

**Library E**

**Option 2**

*Cluster 1:*

- Library E subscribes to 9 of the titles on offer here at a cost of £3,825.
- Electronic-only access to the remaining 37 titles would cost £1,914.

The additional spend is substantial and represents an increase of some 50%. It would not be worthwhile for Library E to subscribe to this entire cluster unless it had a strong reason for acquiring the additional titles. The small number of journals already subscribed to in this cluster would suggest that Library E does may not regard the remainder as suitable.

*Cluster 2:*

- Three out of the nine law titles available here are subscribed to by Library E, for a total 'combined' (print and electronic expenditure) of £362.
- For an additional £143 the institution can gain electronic-only access to the remaining titles in the cluster.

Subscription to the entire cluster would be worth considering if the institution views the remaining titles worthwhile. The additional expenditure is not unreasonable in cash terms, although should to be noted that it is an increase of almost 40% in spend.

*Cluster 3:*

- Library E currently subscribes to half of the journals on offer in the Computing and Mathematics cluster.
- The institution could subscribe to electronic-only access to the remaining journals in the cluster for £193.

It would be worthwhile for the institution to subscribe to this entire cluster, the number of journals already subscribed to appears to indicate that the subject content is relevant to them.

*Cluster 4:*

There are no journals in this cluster not already subscribed by Library E, and so no calculations are required. It is not clear if they can benefit from a 5% discount for subscribing to the entire cluster.

*Cluster 5:*

- Library E already subscribes to three of the journals in this cluster, for a 'combined' cost of £439 in 2000.
- Library E can subscribe to electronic-access to the remaining eight titles for £169.

Subscription to the entire cluster would be worth considering if the institution views the remaining titles worthwhile. However, it has to be noted that they currently subscribe to fewer than half. The scope of the Social Sciences cluster may be quite wide. The additional expenditure is not unreasonable in cash terms, although should to be noted that it is an increase of 38% in spend.

*Cluster 6:*

This cluster is slightly more difficult to evaluate as it represents 'miscellaneous' titles not grouped by a subject. Although 2 titles are already subscribed to, and electronic access to the remaining four will cost £132, the decision depends upon whether the remaining titles are considered relevant.

**Option 3**

Library E can switch to electronic-only access of those 'combined' subscriptions already purchased. This would reduce expenditure on 25 titles in 2000 from £6,091 to £5,419, and the decision depends on how important Library E considers print copies to be.

If the institution was to subscribe to clusters 2, 3, 4 and 5, then 2000 expenditure would be £6,597 (an increase of 8%) and would provide those original journals subscribed to, plus electronic access to a further 22 titles.

Both of the options shown here are worth considering. The decision ultimately depends on Library E's view regarding print subscriptions and its assessment of the suitability of the subject content of the extra journals.

**Conclusion**

The Oxford University Press deal is of benefit for the majority of institutions. It has grouped its clusters by subject and in many cases this offers an attractive option for extending the range of titles which are accessible at a fairly reasonable cost. The decision of whether to subscribe to a

cluster or not is influenced by how many titles are already subscribed to by an institution, as well as the relevance of the entire content of a cluster.

The deal is not as attractive to smaller institutions, or those that subscribe to few titles in a cluster, because the additional spend needed to acquire a cluster is often substantial and represents an unacceptable percentage increase that would not be sustainable in most materials/serials budgets.

Cluster 6 has proved particularly difficult to assess as it is not a specific subject group, but is a 'miscellany' of the remaining online journals offered by the publisher. This means, that, if an institution subscribes to several titles in the cluster it is not safe to assume that the content of the rest of the cluster is relevant to that particular institution.

## Internet Archaeology

The deal on offer here includes access to one online journal only. The main points of the deal are given below:

- Internet Archaeology is undergoing a transition from an eLib project (free to users, including institutions) to an electronic journal, funded by subscription revenue.
- Internet Archaeology is steered by a consortium made up of representatives from the British Academy, the Council for British Archaeology and the Universities of Durham, Glasgow, Oxford, Southampton and York.
- The 2000 subscription rate for institutions is set at £100 (plus VAT). There is a possibility of a small mark-up on this price since the trade discount offered to the Managing Agent does not cover costs.
- The term is for a one-year agreement.
- Electronic-only access - no associated print spend.
- Issues 8 and 9 will be published in 2000, and subscribing institutions will receive back access to issues 2-7, with issue 1 a free 'taster' to all.
- Electronic access is available through the SwetsNet interface or direct from Internet Archaeology.

Individual institutions are not being considered here, the decision of whether or not to subscribe depends on the relevance of the journal's subject content and its usefulness to the institutions.

## Conclusion

A number of publishers' deals of various kinds have been assessed against a reasonably representative array of library serials collections data through the application of matching and statistical techniques.

In many cases the advantages of electronic access and/or the opportunities for extending access to a wider range of titles is gained at a significant cost either in cash terms or as a proportional increase in spend. We all know too well that library budgets are not infinitely elastic and priorities regarding materials and other inputs have to be established. Whether such strategies are desirable, or can be afforded still remain questions to be addressed by individual institutions. It must be repeated that managers should assess and satisfy themselves of the suitability of any particular deal for their own context and circumstances. This study seeks to provide a generalised point of reference for managers when they are contemplating the kinds of acquisitions/access scenarios described here.

The entire issue of information and document access will continue to exercise managers on a range of issues – strategic, financial, technical, and operational. The opportunities and choices grow as do the challenges and difficulties of decision making.



## **LISU Mission Statement and Strategic Aims**

### **Mission statement**

LISU aims to be the authoritative national centre for the collection and dissemination of statistical data to support the management of UK library and information services (LIS), and to be the major UK provider of expert advice on the effective use of such data.

### **Strategic aims**

1. To provide data for the advocacy of LIS with government and the media.
2. To increase the understanding and use of statistics by LIS managers.
3. To maintain over time databases for key LIS sectors, and to make data available in print and/or electronic formats.
4. To encourage benchmarking in LIS, and to provide benchmarking services.
5. To provide on request objective advice to LIS managers, linked to interpretation of local data.
6. To underpin UK research into LIS, through the databases and through advice in statistical analysis.
7. To undertake research into the development and use of valid data for the sector.
8. To make constructive use of data across the different LIS sectors.

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