

# IReL Delivers

Fiona McGoldrick, IRIS Manager

Rita Pinhasi, IRIS Assistant Librarian

[www.irelibrary.ie](http://www.irelibrary.ie)

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# Part 1: Publisher Relations

- Pricing
- Consortia
- Recession
- Publishers relations



# IReL Basic Facts

Consortium of 7 universities

+ RCSI & IoTs for selected resources

Funded 2004-09: SFI & HEA, 2010-11: HEA

Over 20,000 Current eJournals in packages,  
aggregators and individual titles

Databases/Reference (40), eBooks (over 40,000)

All disciplines: STM & HSS, on and off-campus

Managed by IUALG

# IReL Objectives

Provide Support to Research

Deliver scholarly information to researchers  
desktops

Achieve savings through:

Centralised negotiation, administration

Economies of scale, Consortial discounts

Multi-annual agreements, price caps

Publisher packages – ‘Big Deals’

# IRIS

- Already in existence as limited company/consortium of 7 universities
- Staffed by 1 librarian 2004
- Since mid 2006 2 fulltime librarians & 1 part-time admin assistant
- Supported from IReL funds and by member subs
- Carries out all IReL administration – orders, finance, web, publisher liaison, usage ...

# Negotiators

Content Complete (CCL) appointed to negotiate  
Amalgamated with JISC Collections 2010

Experience with NESLi & others

Negotiate on pricing, licences & a range of criteria  
including technical, training, publicity

Provide formal offers for consideration by IReL  
including licence, title lists ...

Provide savings reports for each year of negotiation

# Publishers Price Models

Standard subscription: Print, e-only, p+e

Tiered Pricing based on institution size, level, funding ...

FTE: full, specific subject, user category

JISC, CHEST Banding

Usage data

'Big Deals'

Databases & eBook collections – list price

# Consortial Discounts

e-Journal subs : x number of institutions with discount;  
e.g. 7 for 6, up to 50%

FTE: may round down numbers to reduce tier applied,  
reduce small institutions to zero

Big deals: basic subs may be reduced by small  
percentage; more room for manoeuvre on access fee

Databases: heavy discount esp. where new subs

Price caps: guaranteed max increase over 2-3 years

Pre-payments in multi-annual deals – additional  
discount

# Big Deals

Give access to a large range of titles

Complex e.g. libraries may have to maintain subs expenditure; print at DDP

Savings by subs converting to e-only, small cancellation allowance; access to all titles via e-access fee

Price caps: guaranteed max increase over 2-3 years

Controversial: tend to 'take over' libraries spend, difficult to exit or trim back

IReL examples: Wiley-Blackwell, Science Direct, Sage, Taylor & Francis, OUP, CUP

# Usage Statistics

IReL Monitoring Group produces annual report

Compendium of usage data, cost per use, analysis per year, resource, discipline

Building year on year demonstrates trends in usage

Valuable information to inform renewal or cancellation

Demonstrates overall increased usage each year and value for money

Used by some publishers (to increase price) – and libraries/negotiators (attempt to decrease price)

# IReL and Recession

From mid 2008 awareness of potential problems

Unable to renew contracts for more than one year

-Publishers have since made concessions

Several agreements ended Dec. 2008

Renewed for one year on same terms

Late 2009 uncertainty on funding for 2010-

'8% letter' (Martin Mansergh) notified to publishers

Access graced/extended by one, 2 or 3 months to  
allow time for budget info and negotiation

# ICOLC

- Reacted to worldwide economic crisis Jan 2009
- Issued statement on impact on Consortial Licences
- Urged publisher to work with consortia to benefit all
- Flexible pricing options
- Reduced prices while retaining content
- Reduce emphasis on new products
- Customised approaches including adjustments based on usage patterns
- Multi-annual agreements with opt-out clauses

# ICOLC cont.

- Preserve existing relationships between publishers and libraries/consortia
- Several publishers announced price freezes in 2009 for 2010 subs
- IReL existing multi-annual agreements into 2010 – publishers reduced agreed increases

# IReL Renewals 2010

Benefited from relationships built during good times

Publishers (most!) willing to be flexible

Appreciation of loyalty in past

Only a handful cut off access before renewal

Average savings over 2009 STM: 3.2%, HSS: 4.3%

One publisher (single title) provided free in 2010

Others reduced already contracted increase

# Cancellations and Publishers

- Some cancellations and trimming back necessary
- Affected Databases and Journals
- Feedback from Publishers
  - Disappointment
  - Sympathy
  - Devastation
  - Anger/aggression – luckily only one!
  - IReL's loyalty to publishers appreciated

Some came back with reduced quotes

# Conclusion

IReL has been hugely successful:

Economics:

- ➡ Positive investment in economy
- ➡ Value for money

Research and teaching:

- ➡ Considered essential by researchers
- ➡ Also major support to other users

*Positive results for all - including publishers*

## Part 2: Communication

### 1. Liaison with consortium members

➤ [www.irelibrary.ie](http://www.irelibrary.ie)

➤ Google site

### 2. Integrating administrative functions: ERMes



# 1. Liaison with consortium members

## **Liaison between publishers and consortium members**

- ✓ Steering Group, Monitoring Group, Serials/e-resource librarians
- ✓ Evaluation of offers from publishers
- ✓ Access issues
- ✓ Licence queries
- ✓ Title lists

# Communication - how

- E-mails, telephone and meetings
  - [www.irelibrary.ie](http://www.irelibrary.ie)
    - Set up in 2008
    - Web Development Group
    - Coordinated by Sonya Hood, IRIS AL
    - Tender winner: KCO
    - Hosted by HEAnet
- Not free but very good value for money!*

# www.irelibrary.ie

IREL Homepage - Irish Research eLi...



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An initiative of the IUA  
Librarians



The IReL service has been a key element in transforming the landscape for scientific research in Ireland.

**Dr Ray O'Neill, Dean of Research and Graduate Studies, NUI Maynooth**  
[Read more Testimonials](#)

[News Service](#)

Subscribe to our News Service

## IReL - Irish Research eLibrary

This site provides information on the Content of the Irish Research eLibrary initiative, as well as background, history, membership and latest news.

While this site can facilitate links to publishers' websites, the normal access point for fulltext access to journals and databases is via your own library's website.

### All Resources

Search full lists of IReL resources and journals

### HSS Resources

Find resources in Humanities & Social Sciences

### STM Resources

Find resources in Science, Technology & Medicine

## Latest News

[Proceedings of the Royal Society B](#)

Access has been secured to the Proceedings of the Royal Society B for 2010

## Resource Focus

[JSTOR](#)

Faceted Searching to be Added to JSTOR  
JSTOR will introduce a new "faceted

# [www.irelibrary.ie](http://www.irelibrary.ie)

## **Public information**

- News items
- Resource profiles
- Title lists
- IReL Publications
- Model licences

[www.irelibrary.ie](http://www.irelibrary.ie)

## Steering Group

- Meeting minutes
- Publishers' offers
- Licences

*To come:*

- Title lists – full details
- Licence compliance charts

- Compliance chart

View the IReL Model Licence	User Rights													
	Authorised User clause	Retired members of staff of a Licensed Institution	Any teacher who teaches Aus	Walk-in Users	Make local temporary copies	search, retrieve, display, view	electronically save parts	print out single copies of parts	Incorporate parts in Academic Works	display, download and print parts for purposes of training and testing	make copies for training purposes and network such training material	Inter-Library Loan by supply from Licensee Institution to an authorised user of another library using ARIEL or equivalent	Publicly display, publicly perform parts at seminars, conferences and workshops or similar	Incorporation of parts of the Licensed Work for use by Authorised Users in printed and electronic course packs, study
<b>Publisher Agreement</b>														
Publisher A	✓	✗	✗	✓	✗	✓	✓	✓	✗	✗	✗	✓	✗	✗
Publisher B	✓	✓	✓	✓	✓	✓	✓	✓	✗	✗	✗	✓	✓	✓

# Google sites

[sites.google.com](https://sites.google.com)

- Set up by Jack Hyland (DCU) to support work of Monitoring Group
- Free
- Members only
- Available anytime, from anywhere

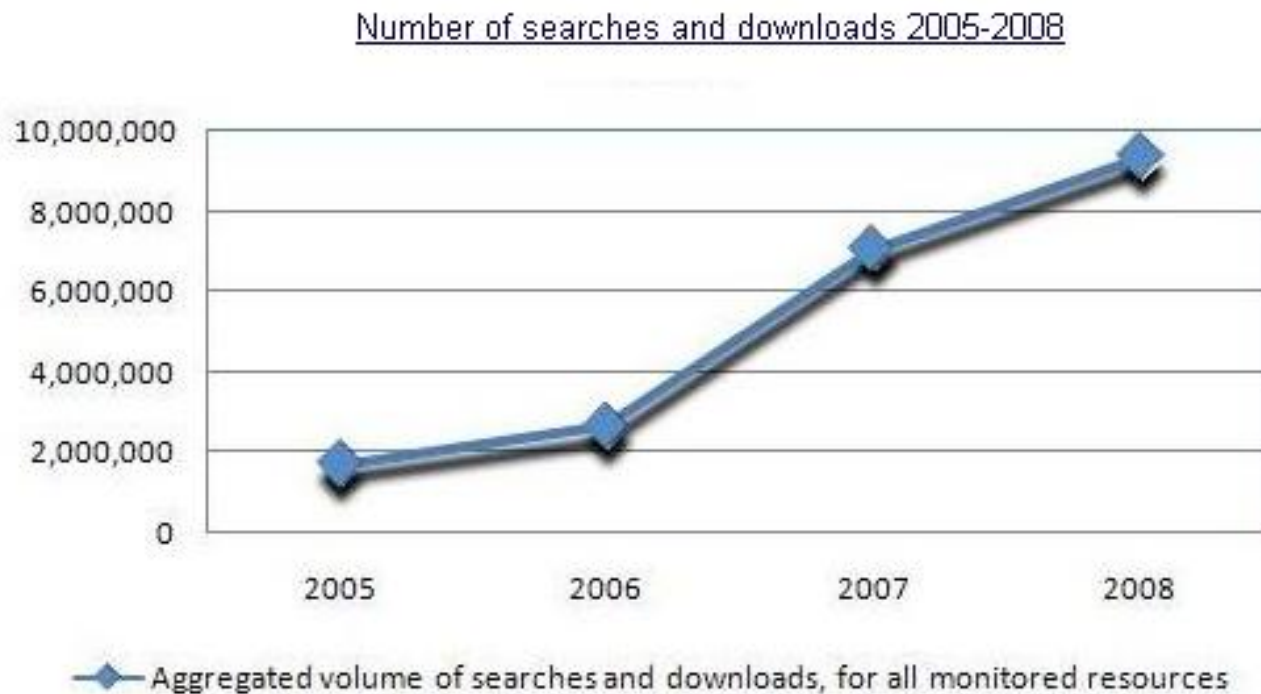
# Google sites

## Monitoring Group

- ✓ Performance of IReL Resources
  - Statistics
  - Downtime
- ✓ Promote IReL
  - Impact Surveys
- ✓ Advise IUA Librarians and Steering Group

# IReL performance

- Over **9 million** downloads and searches in 2008

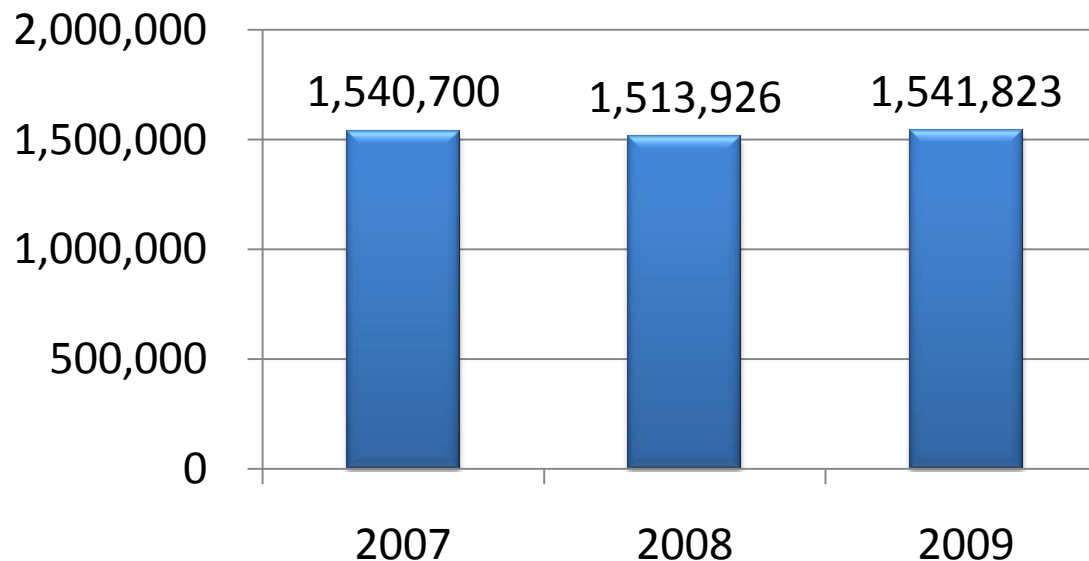


# Value for Money

Flagship interdisciplinary resource:

- Over **1.5 million** downloads year on year
- **8-10 cents** per article!

Number of downloads 2007-2009:



## 2. Integrating Administrative Functions

- 2008 – 2009: search for the ideal Electronic Resource Management System
- Spring 2009: review of some major ERMs



Literature review, demos and trials:

Resource Manager (Serials Solutions), Innovative Interfaces, Verde, Gold Rush, Semper, CUFTS



Not suitable for IRIS

## 2. ERMes

### ERMes

- University of Wisconsin-La Crosse
- MS Office Access 2007
- Free to download and edit
- Simple but adaptable
- **Coutts award** for innovation in ERM
- 31 users
- <http://murphylibrary.uwlax.edu/erm/>
- <http://ermesblog.wordpress.com/>

## 2. ERMes

>> Switchboard Rights Statement

### Electronic Resources Manager

**DO NOT CHANGE DATA ON ANY OF THESE FORMS UNLESS YOU KNOW WHAT YOU ARE DOING!!!**

Enter new data for these first:

Preliminary Information

**Vendors (must be added here first!)**

Vendor Contacts

Subject Departments and Codes

**Databases (must be added here first!)**

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Then Choose one of the following

**Edit and Retrieve Information**

Vendor Stats Access

Database / Cost History

Alternate Access

Problem Log

Admin Website Access

**Statistic Reports**

COUNTER DB1 By Year

Database Uses by Fiscal Year

**Reports**

Renewals for Date Range

Year to Year Price Comparison

Payments

Payments Crosstab

**IReL members**

Institution Contacts

Institutions

Navigation Pane

## 2. ERMes

### Advantages:

- Summary of information in one place:
  - ✓ Financial
  - ✓ Contact
  - ✓ Licence
  - ✓ Dates
- Links to documents on [www.irelibrary.ie](http://www.irelibrary.ie)
- Reports

**Fully customisable**

## 2. ERMes

>> Switchboard Rights Statement **All Database Information**

Navigation Pane

Database: Science Online

Vendor Name: AAAS

Format: Ejournals

Subject Dept: Science: General

Subscription Status: Offer accepted, Ordered

Notes:

Neg. by CCL ☒

RCSI incl. ☒

Original agreement starts: 03/09/2004

Current Agreement starts: 01/01/2010 Agreement ends: 31/12/2011

Database Cost History Statistics Info **General Notes/URLS** Rights Statements

License Agreement/ Terms of Use URL:	<a href="#">NOT YET RECEIVED</a>
Database URL:	<a href="http://www.sciencemag.org/current.dtl">http://www.sciencemag.org/current.dtl</a>
Journal List URL:	
Journal list latest rec'd:	
Offer URL:	<a href="http://www.irelibrary.ie/file.aspx?name=AAAS-IREL+2010+offer+summary+22Feb+2010.pdf">http://www.irelibrary.ie/file.aspx?name=AAAS-IREL+2010+offer+summary+22Feb+2010.pdf</a>
Offer summary:	2 yr deal 2010: USD [REDACTED] 2011: USD [REDACTED] (% cap)
Excluded content:	n/a
Access after cancellation:	All peer-reviewed Research Articles are freely available after one year of publication. If a member of the IREL Consortium decides not to renew next year the material would be available to their patrons, but each end user must register with AAAS
Cancellations and Maintenance of Expend.	n/a

# Summary

## IReL delivers...

- ✓ Financial → savings
- ✓ Centralised Administration →
  - Efficiency and reduced costs
- ✓ Accessibility → Sharing of information
- ✓ Overall: users better served in Irish Universities at a lower cost

# Thank you!



[www.irelibrary.ie](http://www.irelibrary.ie)