



FOUR URGENT RECOMMENDATIONS FOR OPEN ACCESS NEGOTIATIONS WITH PUBLISHERS

LIBER, Europe's leading association of research libraries, presents four urgent recommendations for libraries to use when conducting Open Access negotiations with publishers. This document builds on the Five Principles for Open Access Negotiations with Publishers of 2017, considering the new benchmarks in the landscape in publisher negotiations as well as the body of negotiation principles and recommendations that have, in the meantime, been embraced by LIBER institutions.



1. 100% OPEN ACCESS UNDER FAIR CONDITIONS, OR NO AGREEMENT

Many LIBER Participants have made significant advances in their transformative OA negotiations with publishers: reining in the unchecked revenue stream of author fees for 'hybrid' open access publishing, repurposing their investment in subscription fees to support open access publishing instead of propagating paywalls, securing open access publishing entitlements for 100% of their institutions' research articles at no additional cost, overall cost reduction, and retention of author rights over their peer reviewed manuscripts. Based on these new benchmarks, no library should demand anything less.



2. PRICING OF OPEN ACCESS PUBLISHING SERVICES MUST BE FAIR AND TRANSPARENT

Transparency and comparability of pricing is key to sustainability. Disallowing non-disclosure clauses in agreements with publishers is an important first step to creating a more transparent market. In order to compare pricing of different service providers, enable conversations on what the community considers to be fair pricing, and exert critical market pressure to help restrain costs and ensure sustainability, fees for OA publishing services must be transparent and comparable.

3. DEFINE STRATEGIES TO SUPPORT A DIVERSITY OF OPEN PUBLISHING VENUES

Open Access negotiations with large commercial publishers may be a necessity to achieve the greatest impact on institutional output and investment, but fostering a diverse ecosystem in open scholarly publishing means engaging in negotiations with a spectrum of scholarly publishers across all disciplines and investing in a variety of open publishing venues and services. Libraries can shape the open ecosystem by defining comprehensive strategies based not only on their immediate financial and OA-output goals, but also on their commitment to enabling a diversity of open publishing opportunities for authors.



4. ENGAGE STAKEHOLDERS IN THE PROCESS OF TRANSITION

Putting into practice a fully open paradigm that enables open science practices in research requires coordination and adjustments on many levels, especially on how institutions are funded and how they organize their investments in scholarly and research communication. Engaging key stakeholders, such as research administrators, university leadership, research councils, funding bodies and ministries of research, in the development of data- and values-based strategies that support their Open Science goals will position the library as a key and trusted partner for the future and secure its role as the central point for managing research communication services within their institutions.

