

Negotiations Planning Template

Publisher: Elsevier

Renewal deadline: December 2020

Values alignment of current subscription/agreement

Include your Libraries value statement or principles and align that against the current subscription or agreement you are reviewing. Use the alignment and the remaining questions to guide your negotiation.

- No author will be required to waive any institutional or funder open access policy to publish in any of the publisher's journals.
 - No, MIT authors publishing in Elsevier articles and not paying to publish OA are required to waive the MIT Open Access Policy.
- No author will be required to relinquish copyright, but instead will be provided with options that enable publication while also providing authors with generous reuse rights.
 - No, Articles are subject to copyright transfer.
- Publishers will directly deposit scholarly articles in institutional repositories immediately upon publication or will provide tools/mechanisms that facilitate immediate deposit.
 - No, No direct deposit or tool that facilitates immediate deposit provided by the publisher.
- Publishers will provide computational access to subscribed content as a standard part of all contracts, with no restrictions on non-consumptive, computational analysis of the corpus of subscribed content.
 - No, no computational access in the current license.
- Publishers will ensure the long-term digital preservation and accessibility of their content through participation in trusted digital archives.
 - Yes, Portico
- Institutions will pay a fair and sustainable price to publishers for value-added services, based on transparent and cost-based pricing models.
 - No, not with the subscription

Your options *List the various outcomes, interests and priorities below, include all extremes and ideas.*

List alternatives to the proposal provided by the publisher, including your best alternative if the negotiation fails.

- Some open access for MIT authors
- Small pilot of Green OA or other OA component
- Subscription status quo, reduce or increase subscriptions
- MIT authors do not have to sign waiver
- Elsevier removes the waiver for everyone
- Some sort of cost transparency
- Autodeposit
- Computational access

List your interests and priorities regarding future agreements. *Some may overlap with above.*

- Open access for MIT authors
- Removing the waiver requirement

Publisher's options *List the various outcomes, interests and priorities below, include all extremes and ideas.*

List your guesses of what the other party's alternatives to their proposal could be and what their best alternative to a negotiated agreement is.

- Status quo with subscription with increase in price
- Read with some portion of OA

List your guesses of the other's party's interest and priorities.

- They want an increase in revenue
- They want to keep MIT as customer
- They want to increase our spend via OA or big deal
- They want to add an OA component to align with their OA world view.

Shared or tradeable options

Are there any interests or priorities that you share with the publisher?

- We both want MIT to have access to what Elsevier is publishing

Are there any interests or priorities that you do not share with the publisher?

- They do not want to get rid of the waiver
- They are not interested in Green OA

Can any of the above interests or priorities be traded to reach a successful agreement?

If we could do a small pilot of Green OA we can show that the sky doesn't fall with Green OA and removal of the waiver requirement. We would be open to increasing our spend if we could do that.

Agenda and strategy

List your plan for the first meeting including the talking points and strategy that you have developed from identifying priorities, interests, and alternatives.

- Umbrella speech, 2023 version
 - Schol com and collections together to leverage each other,
 - Framework and New Urgency Vision [note: evolved to the Enduring Vision in April 2023]
 - Experimenting with various OA models for the past several years
 - Equity issues with APC ; leadership has asked us to look beyond this model
- Show and explain Framework.
 - Show misalignment with the framework
 - Share MIT Libraries obstacles with Elsevier and the values that are behind those obstacles
 - MIT Open Access Policy→ Open Access Repository→ No waivers
- Share spirit of experimentation
 - Green OA pilot
 - Autodeposit with link to publisher PDF from repository