What is an aggregating service?

- Pulls together a database of full-text electronic versions of journals.
- Provides a single interface to frequently changing information.
- Offers institutions the opportunity to subscribe to a group of publications in a single transaction.
Why join them?

- Trend toward online only in institutions
- Libraries like the “one stop shop”
- Consortia sales
- Sales networks/market reach
- Small and medium journals likely to feel the market squeeze, as bigger journals, and bigger publishers, grab market share with title aggregation, big deals, consortia sales.
- Opportunity to include your journal with other, related journals.
Who are they?

- ALPSP
- BioOne
- HighWire Press
- Ingenta
- Ovid
- Project Muse
- And others...
The ALPSP Learned Journals Collection: a win-win solution

Taken from presentations by:

Sally Morris (ALPSP)
Laura Bonald, Consortia Manager, Swets Blackwell
Yvonne Campfens, Deputy Director Publisher Relations, Swets Blackwell
What’s ALPSP?

- The international trade association for not-for-profit publishers
- Associate members – organizations providing services to NFP societies (including some commercial publishers)
- About 280 members in 28 countries
What is the ALJC?

- ALJC – a collection of journals from smaller ALPSP members, sold by Swets Blackwell as a single package
- Overcomes the problem of selling (and buying) small numbers of journals to consortia and other large customers
The Collection

- 25 publishers
- 247 journals
- 3 sub-collections
  - Medicine & Life Science (85 journals)
  - Science & Technology (57 journals)
  - Humanities & Social Science (129 journals)
- Free trial period
- More publishers & journals in 2005
How did the ALJC come about?

- Small publishers having a problem selling to consortia – squeezed out by ‘Big Deals’
- Libraries wanted to support high quality, good value journals from small publishers
- Consultation with members, libraries and those offering similar packages
- Report by John Cox
- Tender process – Swets Blackwell selected
Participating Publishers

- ALPSP
- Am Inst of Biol Sci
- Austral Acad Press
- Beech Tree Pub
- Brit Psychol Society
- Carden Jennings
- Charted Inst Bldg
- Hindawi Pub Corp
- Imaginative Minds
- Inst Psychoanalysis
- IChemE
- IOS Press
- Kingston Press

- Makerere Univ Med School
- Multilingual Matters
- OECD
- Questions Publishing
- The Royal Society
- Royal Soc Med Press
- Royal Swed Acad Sci
- School of Soc Work, Harare
- Soc for Personality Res
- Swets & Zeitlinger Pub
- Vathek
- Walter de Gruyter
Quality content

- 90% are peer-reviewed journals
- Many are ranked in the top of their group for ISI Impact Factor
- Many are official journals of the societies
- ~ 40% of the collection is indexed in ISI Web of Knowledge
- Remaining 60% represent practical application and/or interdisciplinary journals
The challenges – and how we solved them

- A single pricing model
- A single revenue-sharing model
- A single license
- A single publisher agreement
- Online hosting
- Timing
- Oversight
- A win-win solution
Benefits for publishers

- Maintains market position for 3 years
- Helps to penetrate new markets
- Reduces selling costs
- Increases visibility and usage of titles
Benefits for libraries: a unique and affordable way to acquire quality content

- Simplicity
- Value for money
- Current content: no embargoes
- Instant access
- COUNTER-compliant usage statistics
- Multi-year license agreement
- Maintain existing access, add new titles
Benefits for ALPSP & Swets

Benefits for ALPSP
- Service to existing members
- Increased recognition of ALPSP ‘brand’
- Attracts new members

Benefits for Swets
- A different approach to the consortia market
- Explore new roles in a changing industry
Pricing model - The principles

- **Two options:**
  1. Print + Electronic: print + ALJC E-Access Fee
  2. Electronic only: E-Content Fee + ALJC E-Access Fee

- **Special consortia arrangements available**
Terms & Conditions

- 3-year contract
- 5% cap for E-only
- 5% cap for ALJC E-Access Fee
- Migration to E-only during the license agreement period can be arranged (calendar-year basis only)
<table>
<thead>
<tr>
<th>Section</th>
<th>Electronic + print</th>
<th>Electronic only</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total collection</td>
<td>$9,617</td>
<td>$5,770</td>
</tr>
<tr>
<td>Medicine &amp; Life Sciences</td>
<td>$3,881</td>
<td>$2,329</td>
</tr>
<tr>
<td>Science &amp; Technology</td>
<td>$3,839</td>
<td>$2,303</td>
</tr>
<tr>
<td>Arts, Humanities &amp; Social Sciences</td>
<td>$2,999</td>
<td>$1,800</td>
</tr>
</tbody>
</table>
ALJC Consortia pricing

- Different levels of discounts are offered depending on:
  - Number of participants
  - Existing subscription spend
  - Invoicing requirements
The license

- Closely based on John Cox’s licensingmodels.com
  - Remote users
  - Course packs
  - Perpetual rights
  - ILL
  - COUNTER compliant usage statistics
What they say

- "... a real advantage for the smaller publishers"
  Judy Luther, Informed Strategies

- "Kudos to ALPSP for this achievement"
  Ann Okerson, Yale University Library

- "A very welcome development for both publishers and libraries."
  UKSG Serials e-News

- "The ALPSP Collection... offers a fair price, library-friendly licensing conditions and COUNTER-compliant usage statistics"  Cheryl Hamill, Librarian, Fremantle Hospital, Australia
www.alpsp-collection.org

contact Caroline Mackay at Swets Information Services, email info@alpsp-collection.org or tel. +44 (0)1235 857553.
BioOne includes a broad selection of the full-text, peer-reviewed journals and bulletins published by AIBS member societies and other closely related organizations.

BioOne is distinguished from other aggregations by its highly-focused content from related sources.

Our mission is to provide excellent service at the lowest practical price fair to both customers and publishers.
BioOne was created in mid-1999 (& launched in 2001) by five collaborating organizations: The American Institute of Biological Sciences (AIBS), SPARC (the Scholarly Publishing & Academic Resources Coalition), The University of Kansas, Greater Western Library Alliance (formerly Big 12 Plus Libraries Consortium), and Allen Press, Inc.
Basic Terms of BioOne’s Agreement

- Non-exclusive license
- No charge for SGML and other online preparation costs
- Royalties from net revenue from subscriptions will be distributed equitably to the participating societies each year
- Societies wishing to make subsequent use of the BioOne SGML text of their journal (e.g., for their members' use on the society website) may purchase the coded files and/or contract for society website services at a discount.
Examples of Publishers

- The Acad of Nat Sci of Phila
- Am Arachnological Soc
- Am Assn of Avian Pathologists
- Am Assn of Zoo Veterinarians
- The Am Bryological and Lichenological Soc
- The Am Fern Society
- Am Insti of Biol Sci
- Am Museum of Natural History

- Am Soc of Mammalogists
- The Am Soc of Plant Biologists
- Entomological Society of America
- The Herpetologists' League
- Kansas Acad of Sci
- Natl Assn of Biology Teachers
- Society of Protozoologists
Business model

- Institutional pricing for academic and community college libraries is based on a standard student FTE model. Other institutions, depending on type of library, pay a flat rate or pay based on number of employees.

- Consortia pricing is calculated using standard pricing for each institution, then applying a flat 10% discount.
Contact Info

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BioOne
21 Dupont Circle | Suite 800
Washington, D.C. 20036
Phone: (202) 296-2296
Fax: (202) 872-0884
heather@arl.org
Ingenta

- Provides access to more than 6,000 electronic publications from over 260+ publisher clients
- 14,000+ academic, research and corporate libraries and institutions
- 3+ million monthly user sessions
- Full search and browse facilities
- Reference linking
- Access to content via A&I services, subscription agent gateways, and via library websites.
- Straightforward subscription registration
Ingenta

- Online access to professional and scholarly research
- Publisher branded web presence
- Multi-disciplinary document delivery service
- Access to Ingenta's electronic collection
Ingenta's Aggregation and Distribution Service is for publishers who want to:

- Quickly and affordably distribute content online
- Provide managed, full-text access to subscribers
- Earn additional revenues from pay-per-view
Ingenta will put your content online in our research aggregation and:

- Host them on a network of servers worldwide
- Manage access for subscribers
- Set up e-commerce facilities for pay-per-view
- Enable reference linking
- Promote your content to a growing user base of existing prospective/customers
Anne Orens (Director, New Business Development for North America)
Ingenta inc
111R Chestnut Street
Providence, RI 02903 Tele: +1 401 331 2014, ext 102
Fax: +1 401 331 2015
http://www.ingenta.com
Est. 1995; unit of Stanford University Libraries

- 346 journal sites (as of 12/03)
- Fully searchable, reference links, PPV
- Works within the individual subscription policies publishers
John Sack, Associate Publisher & Director

sack@stanford.edu

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Fax: (650) 725-9325
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- Books (168)
- Evidence Based Medicine Resources
• Founded in 1988
• Purchased by Wolters Kluwer in 1998
• Merged with SilverPlatter in 2001
• Over 100 sales representatives worldwide
## OVID: Market penetration

<table>
<thead>
<tr>
<th>N.A. Market</th>
<th>Universe</th>
<th>Penetration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical library</td>
<td>145</td>
<td>93.5%</td>
</tr>
<tr>
<td>Teaching hospital</td>
<td>800</td>
<td>97.2%</td>
</tr>
<tr>
<td>Private hospitals &gt;200 beds</td>
<td>3,000</td>
<td>87.2%</td>
</tr>
<tr>
<td>Average</td>
<td></td>
<td>90.6%</td>
</tr>
</tbody>
</table>

- Top 30 Rx corps
- Leading research institutions (Mayo, CDC, Pasteur, Max Planck)
- > 13 million end-users globally
# OVID: Market penetration

<table>
<thead>
<tr>
<th>Country</th>
<th>Market Penetration</th>
</tr>
</thead>
</table>
| **US & Canada**  | - Every medical school
                     - Every tier 1 academic library
                     - >1,500 hospitals
| **Taiwan**       | - Every medical school
                     - 90 academic libraries
| **Australia**    | - Every university
                     - >900 hospitals
| **United Kingdom** | - 20 medical schools
                      - 36 nursing schools
                      - 45 universities
| **Hong Kong**    | - Every university
                     - Every hospital
| **France**       | - Every national research center
| **Japan**        | - All public hospitals
                     - 55 medical schools
                     - Most universities
| **Scandinavia**  | - Every medical school in Finland, Norway
                     - Closing every medical profession in Sweden |
OVID: Examples of Publishers

- Am College of Allergy & Immunology
- Am College of Chest Physicians
- Am College of Physicians
- Am Diabetes Assn
- AMA
- Am Psychiatric Assn
- Am Psychological Assn
- Am Public Health Assn
- Am Society for Clin Invest
- Am Society of Clin Oncology
- Blackwell Publishing Ltd
- BMJ Publishing Group
- Elsevier - Health Sciences
- Endocrine Society
- Heldref Publishing
- Institution of Electrical Engineers
- Jannetti Publications, Inc.
- John Wiley & Sons, Inc.
- J of Bone and Joint Surgery
- LWW
- Mary Ann Liebert Inc.
- Mass Medical Society
- Mayo Clinic
- McGraw Hill
- Royal College of Physicians
- Sage Publications
- Society for General Microbiology
- Walter De Gruyter
- Westminster Publications Inc.
Project Muse now has an Australian mirror site available at http://muse.uq.edu.au.
Launched in 1995 by JHUP in cooperation with the MSEL Library with grants from the NEH and the Mellon Foundation

Originally for JHUP journals

Expanded to other NFP journals in 1999

Primarily humanities & social sciences
Currently 250 journals from 48 publishers, including 1 open access journal

No charge to publishers to join if Journal is selected

Every publisher is given a publisher page and usage statistics database, and every journal, a homepage

Majority of revenue returned to publishers in two-tiered royalty, based on the price of the journal and usage

Basic and advanced searching

Articles in HTML and PDF

Library of Congress subject headings and name authorities assigned to all articles

Subject guides, email alerts, durable links to articles, and cross-searching of JSTOR content
Content areas:

- Literature & criticism
- History
- Visual & performing arts
- Cultural studies
- Education
- Political science
- Gender studies
- Economics
Statistics

- 1,025 institutions subscribe, 80% domestic and 20% foreign
- 9 million students and faculty worldwide have access
- 62% are large academic institutions
- 85% take the full database
- 11% subscribe directly not through consortia
Options and pricing for subscribers in 2004 (all e-only)

- Full collection (all 2003 + 36 new) $20,000
- 2003 collection (excludes new) $18,000
- Arts & Humanities collection $14,800
- Social Science collection $11,400
- JHUP collection $5,000
- Flex Plan varies
New Pricing for 2005

Study currently underway

Goals are to give libraries stable and predictable pricing, flexible subscription options, and customization by type of library

Goals are to compensate NFP publishers fairly for high-quality content
<table>
<thead>
<tr>
<th>Library Type</th>
<th>JHU collection</th>
<th>Full collection</th>
</tr>
</thead>
<tbody>
<tr>
<td>Academic library (&gt;2000)</td>
<td>$5,000</td>
<td>$20,000</td>
</tr>
<tr>
<td>Academic library (&lt;2000)</td>
<td>$3,750</td>
<td>$15,000</td>
</tr>
<tr>
<td>2-yr college</td>
<td>$2,500</td>
<td>$10,000</td>
</tr>
<tr>
<td>Public/special library</td>
<td>$2,500</td>
<td>$10,000</td>
</tr>
<tr>
<td>High school</td>
<td>$1,250</td>
<td>$5,000</td>
</tr>
<tr>
<td>Corporate</td>
<td>$5,000</td>
<td>$20,000</td>
</tr>
</tbody>
</table>
2004 Publishers

- Advertising Educational Foundation
- American Folklore Society
- Brookings Institution Press
- College of Business, Tennessee State University
- Conference of Latin American Geographers
- Department of English Language and Literature, Eastern Michigan University
- Duke University Press
- Gallaudet University Press
- George Mason University Press
- George Washington University Institute for Ethnographic Research
- Historians Film Committee and The Film and History Center, Popular Culture Center
- Indiana University Press
- International Vladimir Nabokov Society, Davidson College
- Irish American Cultural Institute
- Linguistic Society of America
- Michigan State University Press
- Music Library Association
- Ohio State University College of Education
- Ohio State University Press
- Oxford University Press
- Penn State University Press
- Population Association of America
Population Review Publications in association with the Indian Institute for Population Studies
- Slavica Publishers
- Singapore University Press (Pte) Ltd.
- Society for Japanese Studies, University of Washington
- Society for Military History
- The Academy of American Franciscan History
- The Catholic University of America Press
- The Curators of the University of Missouri
- The Johns Hopkins University Center for Talented Youth
- The Johns Hopkins University Press
- The Kent State University Press
- The MIT Press
- University of Hawaii Press
- University of Illinois Press
- University of Idaho Press
- University of Miami
- University of Minnesota Press
- University of Nebraska Press
- The University of North Carolina Press
- University of St. Thomas
- University of Pittsburgh Press
- University of Texas Press
- University of Toronto Press, Inc.
- University of Wisconsin Press
- Wayne State University Press
- West Chester University Press
- West Virginia University Press
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- Am Coll Cardiology
- Am Coll Radiology
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- Am Soc Clin Oncology
- ASPET
- ASTRO
- Intl Anesthesia Res Soc
- Proj Hope/Hlth Affairs

- **Alma**: former President, Periodicals Div, Williams & Wilkins
- **Cara**: former Publisher, Am Heart Assoc journals, *The Lancet*