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Big Deal Negotiations: Aims and Governance

Publisher negotiations are included as action line #4 in the implementation plan for the national Open Access strategy. The first round of negotiations with the major publishers Elsevier, Springer Nature and Wiley were conducted by a negotiation team headed by swissuniversities between 2018-2021. The negotiation aims were inspired by the [LIBER principles](#) for Open Access negotiations. The first set of transformative agreements delivered successfully on the defined aims.

The second round of Big Deal negotiations starts in 2022 with Springer Nature and is scheduled to continue with Elsevier in 2023 and Wiley in 2024. The aims for the second round of Big Deal negotiations are derived from the evaluation matrix from an external assessment¹ of the aims and governance of the first round. The original maturity matrix was adapted to cover the aspects required for the mandate.

The negotiation aims for the second round mark a clear advancement from the aims in the first round of negotiations and are another step forward towards the goal of full Open Access in Switzerland.

¹ Review and assessment of Swiss negotiations with publishers, Robert van der Vooren, March 2020. Commissioned by Swiss National Science Foundation

Negotiation aims

Core provision	<ul style="list-style-type: none"> • Read access rights to journal titles requested by mandating parties. Continuing read access to licensed titles after termination of the agreement (post cancellation rights).
	<ul style="list-style-type: none"> • Open Access publishing rights for all journal publications, i.e. full publisher portfolio² including prestigious high impact titles (e.g. Nature, Cell, Lancet, etc.) and Gold OA titles and brands (e.g. BioMed Central).
Pricing	<ul style="list-style-type: none"> • Cost neutrality on national level for entire publisher journal portfolio, based on existing spend for transformative agreements, additional licences (Nature journals) and Gold OA. Inflation may have to be accounted for. • Cost control mechanism for Gold Open Access, mandating institutions define their level of central investment.
	<ul style="list-style-type: none"> • Price Model for transformative part (Hybrid Open Access) which includes a price point(s) for reading and publishing (Read fee, Publishing fee, or Publish and Read (PAR) fee). • Price Model for publication in Gold Open Access Journals which allows for central and decentral payment of Gold Open Access Article Processing Charges (APCs).
Legal	<ul style="list-style-type: none"> • CC BY licence required as default solution for Open Access publishing, other CC licence types upon request from the author.
	<ul style="list-style-type: none"> • Transformative agreements to be published on conclusion with pricing information on national level only.
Workflow	<ul style="list-style-type: none"> • Institutional and author workflows to follow ESAC-recommendations. If technically feasible for publisher, access via application programming interfaces (API) to resulting publications and publication metadata.

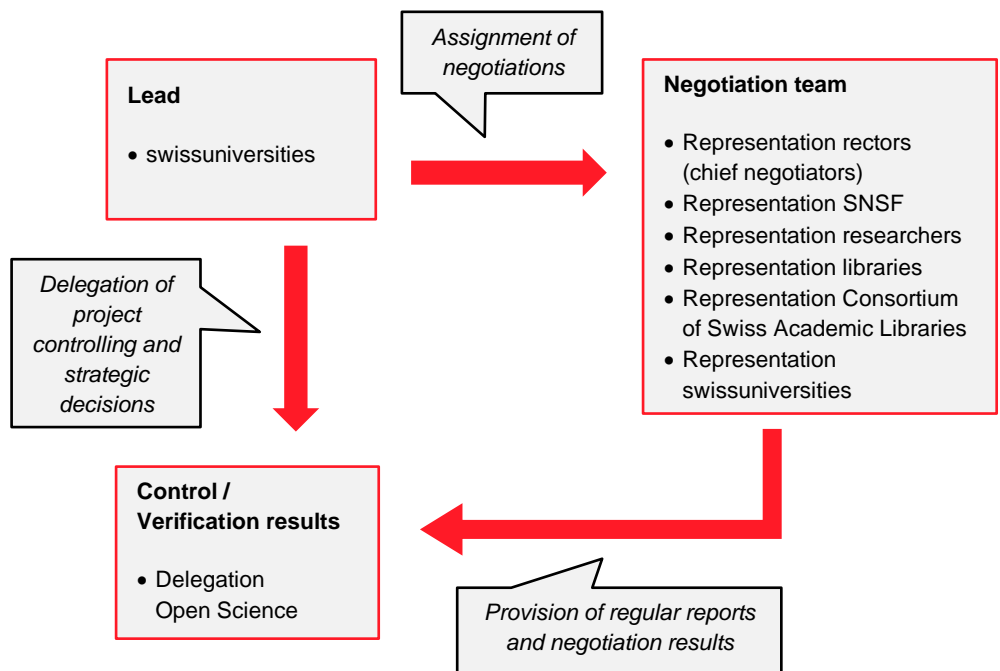
² Exceptions may be accepted for society owned titles hosted on publisher platforms if the agreement between publisher and society does not allow for Open Access publishing.

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Governance

Mandating institutions are required to fill out and send the form (sent separately) to swissuniversities. By signing the mandate, institutions commit not to conduct parallel negotiations, to not prolong bilateral agreements between institutions and publishers for Gold Open Access publications and to accept a “no deal” state if the negotiations prove unsuccessful or require more time to produce the required results.

swissuniversities is in the lead for the negotiation strategy. swissuniversities assigns the negotiations to a team and delegates project controlling and strategic decisions to the Delegation Open Science (DeIOS). The negotiation team will report regularly and deliver negotiation results to the DeIOS. The DeIOS will verify whether the negotiation results meet the defined negotiation aims.



The staff of the Consortium of Swiss Academic Libraries will prepare, organize and professionally support the negotiations as well as the decision process. Mandating institutions will receive an offer from the Consortium of Swiss Academic Libraries to join a negotiated agreement. They decide themselves if they accept its terms. The agreements will be signed by the Consortium of Swiss Academic Libraries on behalf of the mandating parties.

Negotiation Team 2022

Representation rectors (chief negotiators)

- Yves Flückiger, Rector Université de Genève
- Jean-Marc Piveteau, Rector ZHAW

Representation SNSF

- Matthias Egger, President National Research Council SNSF

Representation researchers

- Marc Robinson-Rechavi, Professor Université de Lausanne

Representation libraries

- Alice Keller, Director Universitätsbibliothek Basel
- Wilfried Lochbühler, Vice-Director Universitätsbibliothek Zürich

Representation Consortium of Swiss Academic Libraries

- Susanne Aerni, Head Office Consortium of Swiss Academic Libraries
- Anina Köppli, Negotiation Office

Representation swissuniversities

- Aude Bax de Keating, General Secretariat

Senior Consultant

- Michael O. Hengartner, President ETH Board