MECHANISMS FOR TRANSFORMATION
The transformative agreement strategy

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Transformative agreements are an essential part of a comprehensive open access strategy!

Direct **impact on the subscription system**

Enable formal **shift of investment** to OA

Rein in unmonitored and **uncontrolled hybrid publishing costs**

Shift transactions **from big-deal packages to article-level** (workflows)

Create conditions for a **transparent and competitive** publishing service market
Objective: shift budgets to OA

Transformative Agreement

Subscriptions  Open access
Objective: unbundle packages
Objective:
Allow money to follow the researchers
Objective: transparency and a competitive market
A model for transformation
Temporary and transitional

MIT and Royal Society of Chemistry signed first North American “Read and Publish” agreement

Publisher represents that the Read & Publish model, with its foundation in “hybrid” open access – where some articles are paywalled and others published open access – is a temporary and transitional business model whose aim is to provide a mechanism to shift over time to full open access.
PlanS compliance

cOAlition S recognises models that avoid non-transparent and non-fair pricing, such as ‘offsetting’ and ‘read & publish’ models as a way of achieving compliance with Plan S during a transition period. cOAlition S will require that the details of such agreements are listed on a website to ensure transparency, and encourages consortia to develop shared requirements for this. cOAlition S intends to collaborate with the Efficiency and Standards for Article Charges (ESAC) initiative to ensure registration and dissemination of agreements.
Market transparency

**OA MARKET WATCH**

While 100% of the academic publishing market is still based on the paywall subscription business model, open access publishing is growing. As the primary open access business model adopted by these publishers is based on payment of Article Processing Charges (APCs), efforts to monitor, assess and exert critical market pressure on their APC price points are vital.

While the Open APC Initiative constitutes an essential tool for monitoring APCs, ESAC aggregates data and relevant facts for a number of major publishers in order to illustrate their market position and better assess the development of the scholarly publishing market as it transitions to open access.

There is significant market concentration in academic publishing, with just 20 publishers accounting for half of the articles published annually and indexed in Web of Science.

**Global article output**

Articles distributed over the number of publishers

- Top 20 Publishers: 1,221,106
- Other: 1,441,371

Source: Web of Science data 2016

**Publisher Fact Sheets**

(upcoming)

- Elsevier
- Wiley
- Springer Nature
- Taylor & Francis
- ACS
- RSC

**News**

- *Democratising Knowledge: a report on the scholarly publisher, Elsevier*, by Dr. Jonathan Thomas, November 16, 2018
- *ERA asks European Commission to investigate lack of competition in the scholarly publishing business sector*, November 9, 2018
- *Rosenzweig submits formal complaint regarding RELX and the smaller academic publishing market* to the EU competition authority, October 25, 2018
- *Happy Open Access Week! Let’s develop a culture of sharing!* ESAC initiative becomes an international leading hub for OA negotiations, October 25, 2018
- *2018’s Workshop report published*, July 31, 2018

**Collaborate**

With its collaborative approach, ESAC relies on
Monitoring

Share agreement facts

The open access transformation comes with a cultural change regarding the way how consortia and negotiators exchange information and share their lessons learned. This portal offers an opportunity to share facts and assessments of the transformative open access agreements globally in place (“offsetting,” “read and publish”). Our aim is to create transparency with respect to availability, mechanisms, and key parameters of transformative agreements. By this, we will set the necessary basis for our collaborative work on their advancement towards an efficient and sustainable APC market.

You are kindly invited to share key parameters and personal assessments with the community through the following form. Every submission will be carefully reviewed in advance of its final release. You will help us to soon come up with a current agreement overview that will enable libraries and consortia around the world to engage with others in order to align strategies and make informed decisions in the negotiations.

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<th>Publisher</th>
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<th>Agreement specification (e.g. “Springer Compact”, “Read and Publish”, or</th>
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<th>Agreement period</th>
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☐ Negotiating

Collaborate

With its collaborative approach, ESAC relies on contributions from its partners, library consortia and research organisations from around the world. Send us an email and learn more about how to get involved.

http://esac-initiative.org/share/