

# CONSORTIALL: TOGETHER WE ARE STRONGER

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Chair of **Consortiall** and HKMAC

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# 1. HISTORY OF CONSORTIALL

## Collaborative Collection Development Steering Committee

Task Force in May 1999  
1st meeting in Dec 1999

Paul Poon (CityU) &  
Lily Hu (LN)  
Tony Ferguson (HKU)

## Collaborative Development Committee

May 2003

Colin Storey (CUHK)

## Consortial/ Committee

Nov 2008

Colin Storey (CUHK)  
Steve Ching (CityU)  
Louise Jones (CUHK)  
Diana Chan (HKUST)

# CONSORTIAL Members in 2009



# CONSORTIAL REMIT

- It is the central JULAC committee for the **purchase of scholarly products** that assist our university communities in their work, including the purchase of library collections in any medium or language.
- Charged with **leveraging member libraries' collective purchasing power** to **obtain savings** when purchasing library and information content and services;
- Sharing information about the **management and budgeting** for electronic resources;
- Focus on the **joint-purchase of electronic resources** as they are more expensive and considered high priority for acquisition.
- Negotiating with major international book vendors for English language print monographs for **Hong Kong Monograph Acquisitions Consortium (HKMAC)**.

# HOW DOES IT WORK?

- Reports to, and takes direction from, JULAC.
- Each library = **one voting** representative.
- Collaborative deals with consortia from other countries go through **Consortiall** (Note: Prof. Steve Ching coordinates negotiations with consortia in the Greater China region on behalf of **Consortiall**).
- Sources, negotiates, licenses and recommends purchases from vendors, on behalf of **JULAC and its affiliate** members.
- JULAC **Project Manager** is the secretary
- A Consortiall consortium consists of **two** or more JULAC libraries

# JULAC MANAGER



Ann Douglas → Linda Lee → Bonnie Ko

- Manages and co-ordinates the consortial activities & projects
- Negotiates for consortial licences and subscriptions on e-resources
- Manages the payment processes

# 13 AFFILIATE MEMBERS

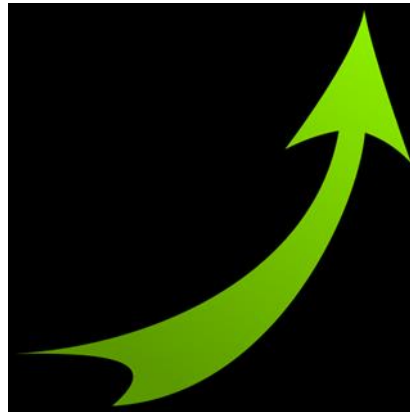
- Caritas Institute of Higher Education (CIHE)
  - Chu Hai College of Higher Education (CHC)
  - Hang Seng Management College (HSMC)
  - Hong Kong Academy for Performing Arts (APA)
  - Hong Kong College of Technology (HKCT)
  - Hong Kong Nang Yan College of Higher Education (HKNY)
  - The Hong Kong Polytechnic University. College of Professional and Continuing Education (CPCE)
  - Hong Kong Shue Yan University (HKSYU)
  - Macau University of Science & Technology (MUST)
  - The Open University of Hong Kong (OUHK)
  - Tung Wah College (TWC)
  - University of Macau (UM)
  - Vocational Training Council (VTC)
- ❑ The **affiliated library membership fee** was introduced in Jan 2013 to address cross-subsidization issue.
  - ❑ A **tiered fee structure** based on the total level of dollar business undertaken by JULAC for consortial purchases for each Affiliated Library.



# TOGETHER WE HAVE

- Shared workload and wisdom to review the increasing number and variety of resources and licenses
- Grown in breadth and depth

2003  
32 databases



2017  
235 products  
Databases  
E-journals  
E-books  
Joint DDA  
Music  
Streaming videos  
Purchase model  
Rental model  
Usage model  
EBM

# CONSORTIAL MEMBERS OF 2017+

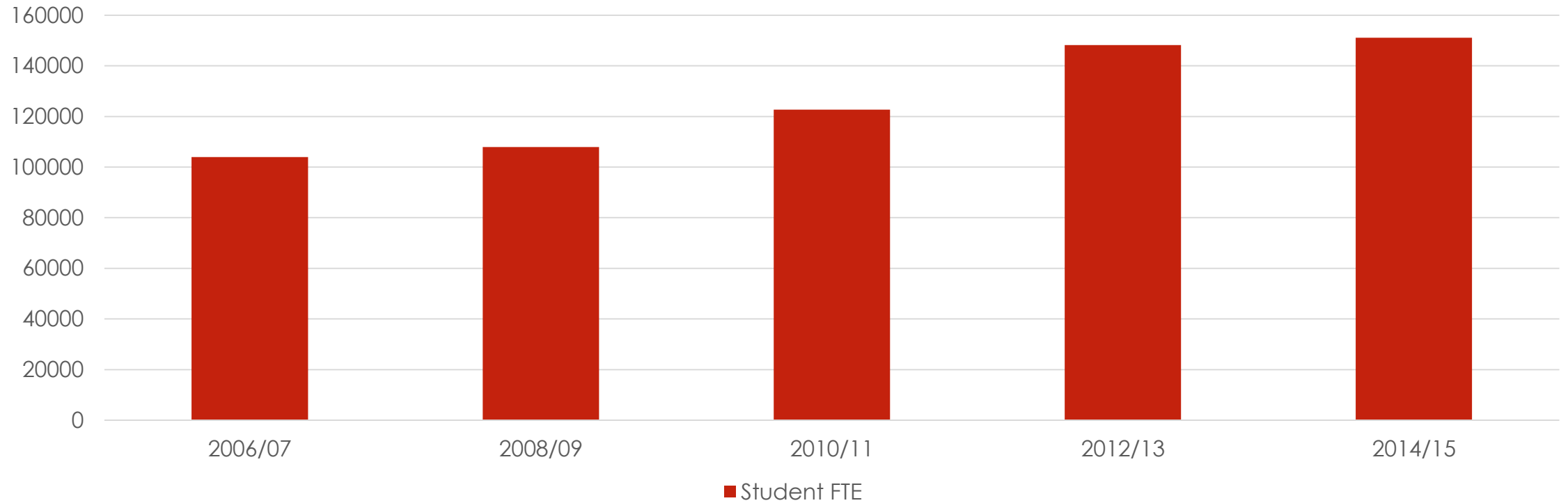


# MILESTONES



# STUDENT FTE OF JULAC 45%+ WHILE SAVING IS OVER 100%+

Student FTE



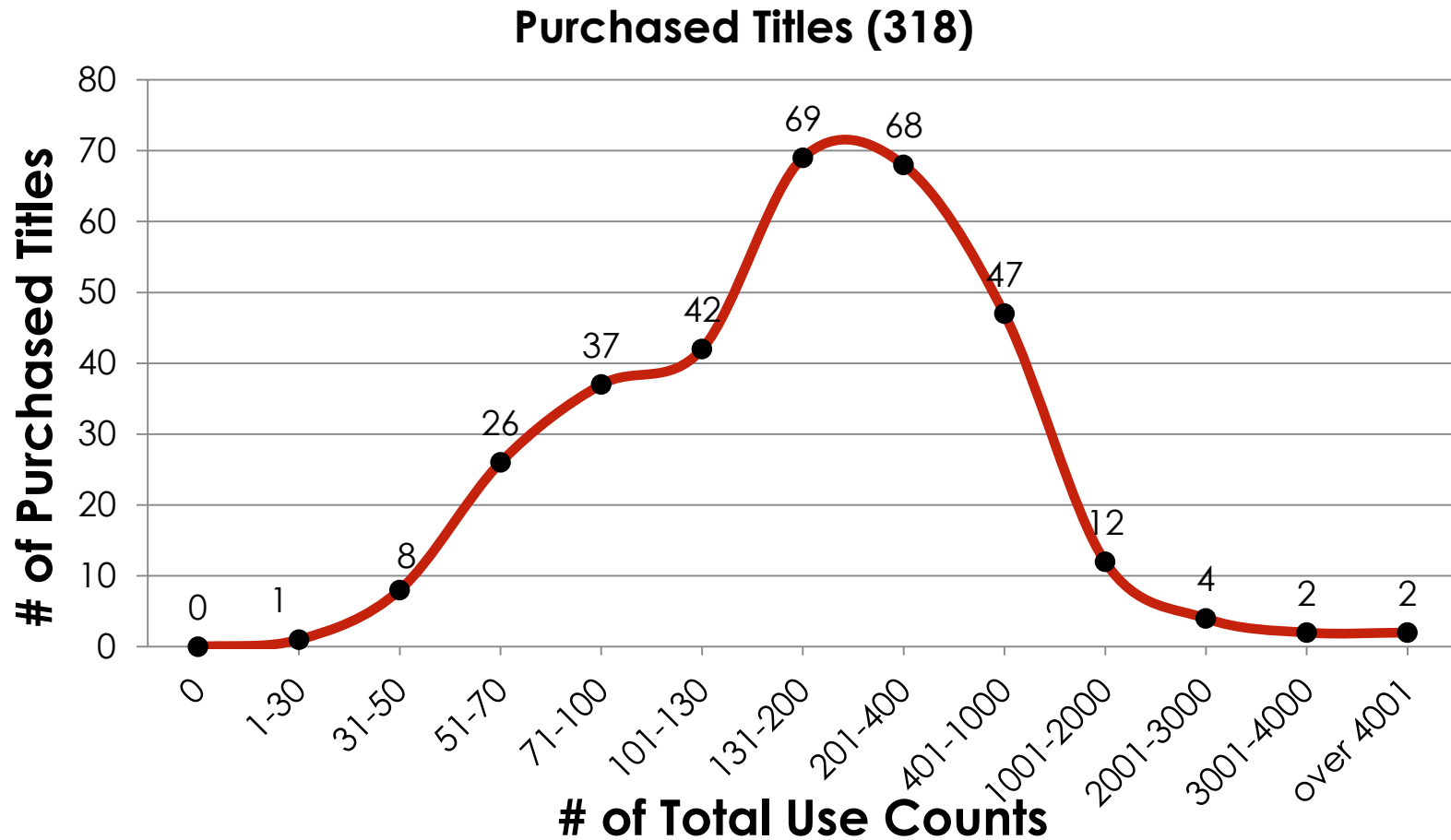
## 3. HKMAC

- **Hong Kong Monograph Acquisitions Consortium**
- Negotiating with major international book vendors for English language print monographs
- 2007-2011, 2011-15, 2015-2018
- **15** members
- Blackwell, YBP and now Gobi
- Mid-term evaluations
- Preparing RFP Tendering (including e-books) for 2018
- 2-envelope scheme
- Took references from previous RFP and SILS tendering
- Proposals will come back on **Dec 7**
- Vendor presentations and Q&As in **Jan 2018**

## 4. OTHER MILESTONES

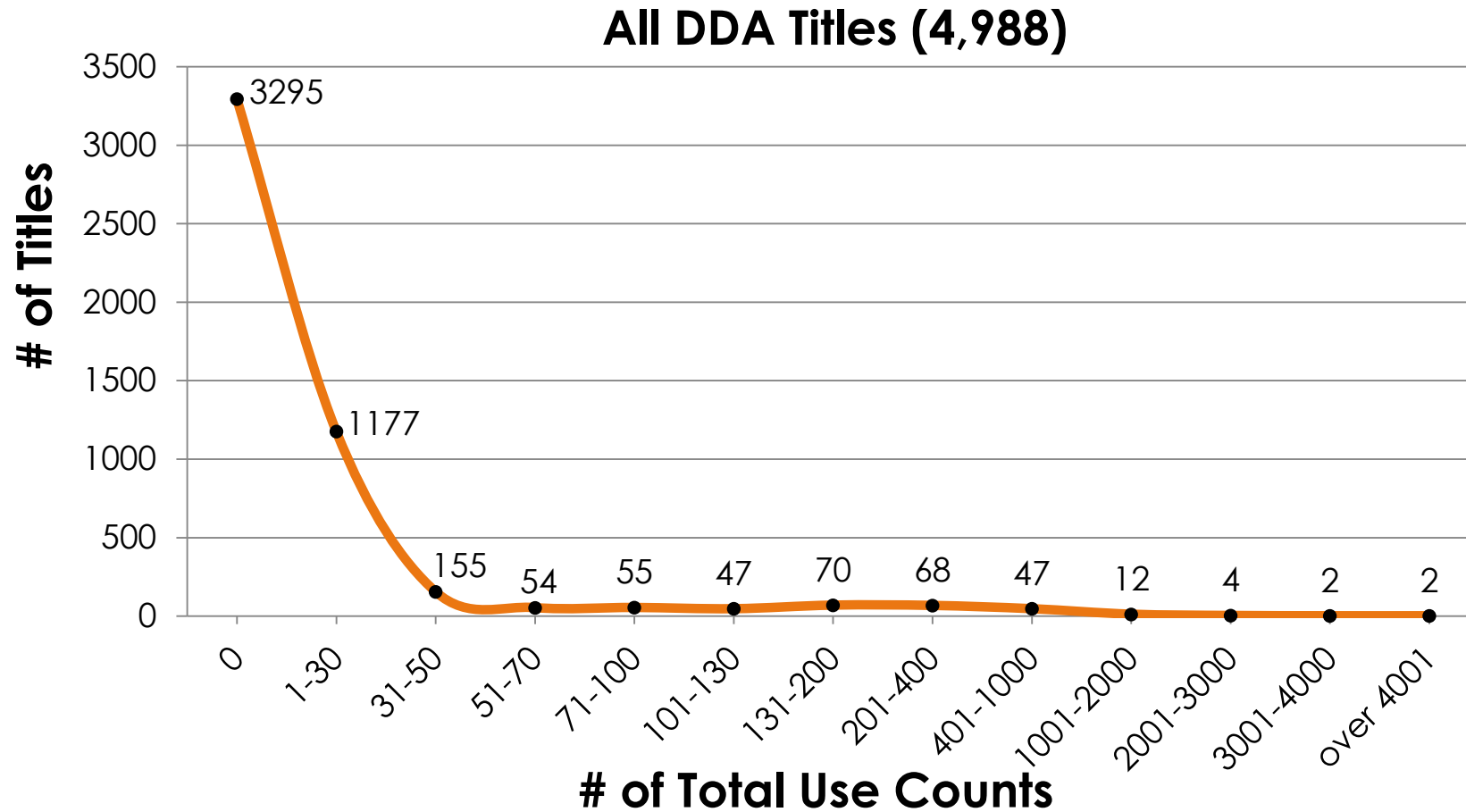
- Collective E-book Development
  - **ERALL** in 2006-08
  - **MyiLibrary** Inter-Regional Consortia, we did 4 rounds from 2009-2014, 14,000 e-books with shared perpetual access
  - Joint **JSTOR DDA** since Nov 2013

# USE DISTRIBUTION OF SHARED COLLECTION



Based on usage report provided on Dec 30, 2014

# USE DISTRIBUTION OF BASE COLLECTION



Based on usage report provided on Dec 30, 2014

Katie Lai and Gayle Chan, "Can Everyone Benefit? A Report of JULAC's Joint DDA" 2015 JULAC Forum.



# JULAC JSTOR DDA USAGE REPORT

Period	January-16	May-16	December-16	March-17
Total books used	3305	4579	6419	7212
Total views	39621	52418	69453	78210
Total downloads	100315	125999	175620	197068
Total views + downloads	139936	178417	245073	275278
Total books purchased via DDA	362	480	807	945

## 4. OTHER MILESTONES

- **Membership** – ICOLC; LOCKSS -> CLOCKSS; Project COUNTER
- Calculating **Shared Costs, FTE**
- Standard license agreement -> **Model license**
- Guidelines for **license negotiations**
- Perpetual access and ESCROW
- **AL3** Conference in 2013 with Consortiall as organizing committee

## 5. CONSORTIAL Negotiations

- Dec 1999, CCDSC started with titles for joint purchase
- First JULAC consortial licence is **Lexis Nexis**
- First e-book consortium for cross access is **NetLibrary**
  
- Now at Alma's NZ
- **81** vendors covering **235** licenses:
  - Active: 199
  - Deleted: 15
  - Expired: 19
  - Testing data: 2

# 2017 SURVEY ON CONSORTIAL MEMBERS

- Q1 Major Areas of Concern in Consortial Negotiations with Vendors/Publishers

\$\$\$\$\$\$\$\$	Price Increase	Above normal inflation In times of budget constraint Price cap for multi-year contract
	Subscription cost	Base on FTE, FTE tiers and/or usage, tier spending
	Minimum spending	Should allow to clean up at least 5% before commitment based on previous year value
	Transfer in/out titles	Shouldn't be counted in base value
	Opt-out clause	For 3 years+ contract, may terminate any resulting agreement upon advance written notice
	Upgrade	Optional but not compulsory

# 2017 SURVEY ON CONSORTIAL MEMBERS

User-related Concerns	Content	Quality and Value
		Swapping of subscribed and non-subscribed titles in Big Deals
	Access	Prefer site license, not so much on multiple concurrent users
		Alumni or outpost centres/off-shore campuses would not require additional cost
		Access to archives after cancellations
	Usage	Usage data for consortial and individual
		Title lists to check for usage and duplication
	Benefits in consortial	Any gain in content, lower costs, shared access (e.g. HyRead, Airiti and JSTOR PDA) rather than a buying club

# 2017 SURVEY ON CONSORTIAL MEMBERS

Administrative Concerns	Contract Time	In renewal - at least 45 days in advance before renewal
		In handling new opportunity – need 2 months to trial, assess, express interest, propose changes
		Prefer at least 2 years, some with 5 years
	Grandfather clause	Old rule continues to apply to some existing situations e.g. for HKU, CUHK as they may be reluctant to participate in a new consortia deal
	Payment terms	Ask for 6 months
	MARC	Vendor supplied MARC catalogue records and no later than two weeks after the access is activated

# THE BIG DEALS

- Problems and issues in the 2018-2020 Contract Negotiations
  - Price Increases
  - Minimum spending
  - Transfer in/out titles
  - Opt-out clauses
  - Upgrade
  - Usage
  - Payment terms

**SPRINGER**  
**NATURE**



Library	Publisher(s)	Effective Date
West Virginia University	Wiley	2017
U of Oklahoma	Oxford UP	2015
U of Calgary	Oxford UP	2015
	Taylor & Francis	2015
SUNY Buffalo	Taylor & Francis	2012
Caltech	Springer	2016
	Wiley	2016
U of Montréal	Springer	2016
California State U	Wiley	2015
Amherst College	Wiley	2013
	Elsevier	2013
Lister Hill Library (U of Alabama)	Lippincott Williams & Wilkins	2009
Kansas State U	Springer	2017
U of North Texas	Wiley	2015
	Springer	2015
	Institute of Physics	2015
	American Institute of Physics	2015
	Cambridge UP	2015
	Amer. Soc. of Civil Engineers	2015
U Wisconsin-Milwaukee	Wiley	2017
	Springer	2017
UNC Chapel Hill	Cambridge UP	2017
Middle Tennessee State U	Elsevier	2016

East Tennessee State U	Wiley	2014
Medical U of South Carolina	Wiley	2010
U Missouri	Wiley	2016
	Springer	2017
	SAGE	2017
St. John's U	Wiley	2011
	Taylor & Francis	2011
	Cambridge UP	2011
	Emerald	2016
Illinois Wesleyan U	Wiley	2015
San Francisco State U	(Unnamed)	2016
George Mason U	Taylor & Francis	2017
Southern Illinois U	Elsevier	2010
	Wiley	2010
SUNY Potsdam	SAGE	2013
	American Chemical Society	2013
Memorial U of Newfoundland	Cambridge UP	2016
	Oxford UP	2016
	Wiley	2016
	Springer	2016
	Taylor & Francis	2017
	SAGE	2018

## 24 N. American Deal Breakers

Ricky Anderson, "When the Wolf Finally Arrives: Big Deal Cancellations in North American Libraries", The Scholarly Kitchen, available at <https://scholarlykitchen.sspnet.org/2017/05/01/wolf-finally-arrives-big-deal-cancelations-north-american-libraries/>



# BIG DEAL CANCELLATION TRACKING BY SPARC

Institution/Consortium	Year	Region	Publishers	Annual Saving US\$
U of Calgary	2017	Canada	OUP, T&F	\$1.2M
<a href="#">Université de Montréal</a>	2016	Canada	Springer Nature	Undisclosed
<a href="#">Memorial University of Newfoundland</a>	2016	Canada	CUP, OUP, Wiley Springer Nature	\$0.8M
<a href="#">University of Ottawa</a>	2016	Canada	Springer Nature, T&F	\$1.2M
CONCERT	2017	Taiwan	Elsevier	Undisclosed
<a href="#">Projekt DEAL</a>	2016	Germany	Elsevier	Undisclosed
CONCYTEC	2017	Peru	Elsevier	\$3.3M
VSNU	2017	Netherlands	OUP	Undisclosed

SPARC, "Big Deal Cancellation Tracking", available at <https://sparcopen.org/our-work/big-deal-cancellation-tracking/>

## 6. CONSORTIAL AND NEW SILS

- ERM module in Alma Network zone. Purpose of having a Consortial ERM in Alma are:
  - To manage all JULAC Consortial agreements in Network Zone. For example establishing a schema for JULAC Vendor and License Codes
  - To reduce admin work, save time and ensure consistency
  - To use data entered for bi-annual saving exercise, renewal negotiation, vendor details etc.
  - To expose participation in Consortial packages for all JULAC members
- Entered in NZ: 81 vendors covering 235 licenses

# SOME IDEALS IN MANAGING ERM

## Record Management

In NZ  
Proposals,  
Contracts,  
Licenses,  
Consortiall saving data

## ER Management

Link NZ to IZ  
Auto-notices on  
Renewals,  
Database  
Trials  
Auto-workflows

## Fund Management

e.g. JSTOR DDA  
model  
Funding formula  
Spending status

## License Management

Copy from  
NZ to IZ

## Usage Management

Analyze  
Cost per  
search

# SOME IDEALS IN MANAGING ERM

## NZ ER Management

Load records  
from CZ to NZ to IZ

MARC &  
E-package  
distribution

## Analysis

Usage analysis

Collection  
analysis  
(subjects,  
overlapping,  
cost per use  
and KPI)

## Analytics

CD analysis

CD strategies

## JURA

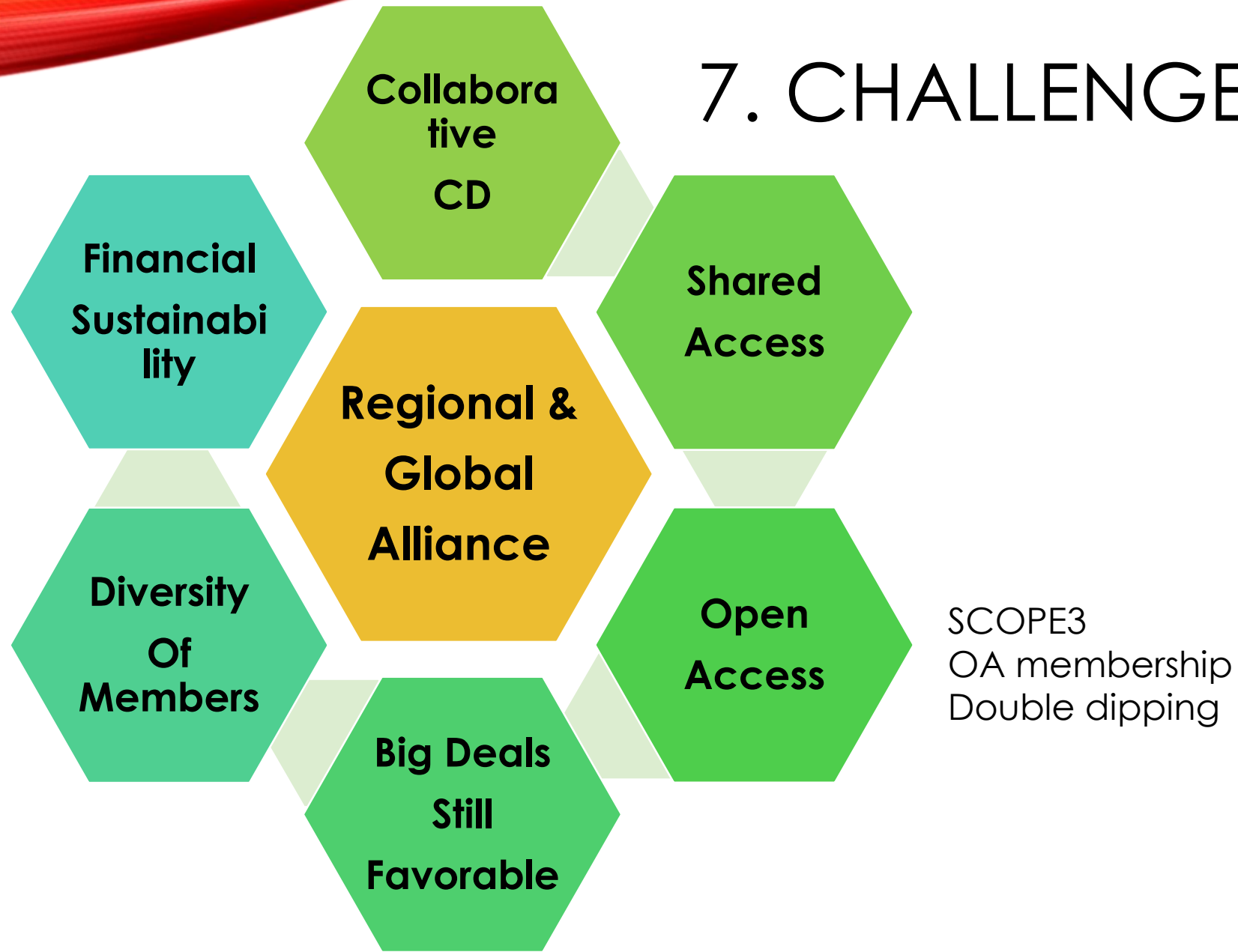
10<sup>TH</sup>  
Library?

Manage  
JURA records

## ER in HKALL

Access  
ER in  
HKALL  
If  
Authentication  
Can be set

# 7. CHALLENGES AHEAD



THANK YOU!

