Beyond Borders

Towards a fluid geography of decision making
Couperin

- A network of online resource sharing optimizing negotiation and expertise
- Couperin unites more than 200 members universities,
- Relies on more than 60 volunteer negotiators coming for the member institutions
- Negotiate for over 100 e-resources ~2000 contracts
- Numerous working groups (also based on volunteers a non profit organisation
A key player that

- Analyses members' needs
- Evaluate, negotiate and organizes acquisition with the best possible terms
- Pools available skills, human and financial resources and shares expertise
- Collaborates actively towards the improvement of Open Archives
- Promotes an acquisition policy for a national licence agreement
Couperin perimeter

- Public Higher education: 160 circa
  - Education ~85%, agriculture ~7%, industry ~6%
- Private Higher education: 13
- Research: 26
- Health: 5
The French consortium environment

- Higher Education Ministry depending
- A centralized management tradition
  - ABES agence bibliographique de l'enseignement supérieur
  - INIST institut national pour l'information scientifique et technique

(Couperin cannot be directly
The French consortium environment

- But emergence of various kinds of grouping
  - Regional digital Universities
  - Thematic Digital Universities
  - Poles of Research and Higher education
- additionals level of complexity
Potential conflicts

- Diversity of
  - Scopes
  - Sizes
  - Supervision
  - Etc.

- Multi levels of decision making

- Diversity of professions (libraries, e-learning, teaching services)

Obligation to cooperate in a fluid geography context

National licensing is only one way
Managing diversity

- Toward a multi consortia cooperation?
- Cross border cooperation already exist
- There is a trend for consortia to merge especially in US with the economic crisis
- Make possible the critical mass necessary for negotiate from the strongest position
- Beyond borders, what are the ways of cooperation?
Not only negotiation

- An imbalance situation between providers and customers
- Providers: much more information
  - Quantitatively
    - Analysis capabilities, statistics, usages, pricing
  - Qualitatively
    - Monitoring, better specialist of the product (less quantity of them,
Increasing pricing transparency

- Negotiators' Stockholm syndrome?
- We are not business experts
- Poorly trained for negotiating
- So we can easily be influenced
- So... Members often are tempted to imaging that we are not defending their interests
A first steep

- We rarely communicate about exact prices
- Recently (ICOLC Amsterdam) we share about rising
- Overcome obstacles:
  - Our own mentality
- A 'cliché': we are not allowed to share information about pricing and condition
- All is not possible, but progress in sharing information, skills, analysis and so on: We can, (yes)
Multi - consortia agreements

- Already exists
  - German speaking countries
  - Northern Europe
- Mainly with small and medium providers, but not only
- Multiconsortia agreements is not enough Other Cooperation Issues are possible
Harmonizing VAT

- difference of VAT between Paper+on line and e-only
- Varies from 5.2% to 17.5
- Harmonizing VAT rate is a priority
Sharing statistics

- Most of the consortia are not able to provide global reports
- Few consortia are able to provide percentage of title downloaded
- Analysis
- Improving usage assessment is of common interest
What else?

- Probably a lot to do and to share,
  - Each cooperation project will probably have his own perimeter,
  - If we combine all of them, we will have a fluid geography