

Jisc Collections Publisher Engagement

Remit

Jisc Collections **works on behalf of the UK higher education sector** to negotiate and license high-quality digital content that meets the requirements of institutions to support academic research, teaching and learning. We save UK institutions time and resource by providing a trusted centralised shared service that reduces duplication of effort, complies with procurement regulations and enables institutions to easily subscribe and manage their content agreements.

Scale

At Jisc Collections we interact with a wide range of publishers, from large to small society presses, commercial publishers, established and new suppliers. Jisc Collections has over 9,000 active subscriptions. We manage over 250 licence agreements covering over 400 subscription agreements. In 2014/15 we issued over 6,000 invoices to institutions worth £43 million.

Reach

We provide publishers with an efficient, cost-effective way to offer their digital content to the academic and research communities at a national level. All UK publicly funded higher education institutions are automatically members of Jisc Collections and are eligible to subscribe to the agreements we negotiate for them. From negotiations with a single body, through to targeted and timely dissemination of your proposal and reporting on take-up, we make the process of doing business with our members as streamlined as possible.

Content

We consult and work in collaboration with our members to ensure that the content and service you wish to offer – be it journals, e-books, geospatial data, multimedia, databases or archives – will meet their requirements and enhance academic research, teaching and learning. We select resources and complete agreements with publishers that are endorsed through community consultation, meet their selection criteria and are based on acceptable licensing and pricing terms. Please review the [Collections Management Development Policy](#) (CMDP) for further details on how this works.

How does it work? We ask you to

- Ensure your content proposal reflects the requirements of the CMDP.
- Agree to the terms of the [applicable Model Licence](#)
- make your pricing affordable by using Jisc Banding:
<http://www.jisc-collections.ac.uk/Support/Jisc-Banding/>
- make your offer transparent through a standardised template that we provide
- deliver proposals in time for libraries to make purchasing decisions in line with their budgetary and renewal cycles
- price in Sterling

- to support a good user experience through single sign-on, become a member of the UK Access Management Federation, for example offering authentication via Shibboleth: www.jisc-collections.ac.uk/help-and-information/federated-access

Benefits for publishers

- As a single body representing the collective voice of the UK academic sector, and expert in negotiation and licensing, we save you time and effort, allowing you more time to build relationships with librarians and users.
- With many years' experience of working for the UK academic sector and understanding their needs, we can provide realistic insights into current and future requirements and trends
- An agreement with Jisc Collections is a hallmark of quality – institutions are confident that the terms and conditions of our agreements will meet their requirements and can subscribe to your offer without delay.
- Our model licence, developed with publishers and institutions, provides security on how your content is accessed and used. The consistency provided by the model licence enables librarians to more effectively communicate and enforce agreed terms and conditions.
- We provide a single route to market and also offer a centralised subscription process where we keep you informed, collect fees from institutions and pass them directly to you with no charge.
- Through our library support services you will have access to highly skilled staff who can help you increase the discovery, value and integration of your content within institutions and library systems.
- Jisc Collections is an entry route for new publishers, new markets, and for establishing new products.

Collaborative enterprises

We are open to engaging collaboratively with you to pilot and develop new licensing and business models that align with our members' interests, changes in technologies and policy, and advances in scholarly communications and the publishing landscape.

An example is the *SpringerCompact* agreement, incorporating journal publishing and access rights. Juliane Ritt, executive vice-president, global hybrid OA initiatives at Springer commented: 'The constructive negotiations between Springer and Jisc, which were infused with a true spirit of innovation, have resulted in a milestone agreement that is truly transformative'.