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 supérier
  - INIST institut national pour l'information scientifique et technique

(Couperin cannot by 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 tented 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, analisys 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 assesment 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