VIVA’S EXPERIENCE
BUILDING A MORE SUSTAINABLE AND OPEN MODEL WITH WILEY

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VIVA is the consortium of 71 academic libraries within the Commonwealth of Virginia.
For 25 years, VIVA has created significant savings through cooperative purchasing, resource sharing, and, more recently, open and affordable course content.

VIVA has demonstrated a cost avoidance of over $1,000,000,000 through group purchases since it began in 1994.
VIVA provides shared access to high quality academic resources.
The same core collection is available at all of the public institutions.

- 175 databases
- 42,000 e-journals
- 315,000 e-books
- 40,000 videos

VIVA resources get extensive use - over 15,000,000 uses each year.
THE GLOBAL LANDSCAPE

Publishers
- Vendor consolidation
- Expanding content available for publication
- Increased technical challenges

Libraries
- Diminishing budgets
- Fewer technical services and subject expert staff
- Performing more roles

- Big Deals crowding out diverse content
- A variety of Open Access approaches
- Expanding resource and format needs
“Come help us ditch the Big Deal”
– John Unsworth, University of Virginia
Design a sustainable journal pricing model that is built on VIVA collection development priorities with a focus on VIVA’s mission and the core values of the VIVA member libraries.
Consensus: It is critical that all voices are heard, so that each institution can fully support actions taken.

Sustainability: It is about more than price – it is also about the ways in which the content can be used and progress toward Open Access.

Model: We need to get out of the reactionary consumer model and reframe the conversation as a partnership stake with publishers.
Annually evaluate amount of OA content available in publications, as well as Virginia author OA content, and adjust price accordingly.

Cap the inflation to a standard measure, such as CPI-W, HEPI, or another well established cost-index.

Include robust deposit rights for non-OA content.

No DRM and the ability to share through ILL without embargo.

Provide a fair method for disentanglement from all-access packages for individual institutions no longer able to participate.
Sustainable pricing and acquisition models for major journal publishers should be coupled with a shared commitment to programmatically reduce statewide spend with publishers that will not work with the consortium.
VIVA’S HISTORY WITH WILEY

- In 2006, VIVA started a shared Blackwell journals subscription.
- In 2010, this became a broader Wiley title reconciliation subscription on a sole source contract.
- In 2015, in preparation for the 2016 subscription year, VIVA agreed to move to the Wiley Database Model, which includes all current titles.
- The Wiley Database Model moved to a new Wiley ebooks RFP contract in 2016, which contained an annual price cap for ten years.
All Big Deals were on the table for Virginia.

Based on the Sustainable Journal Pricing work, VIVA was focused on:
- Decreasing direct costs
- Decreasing the impact of historical print pricing
- Incorporating Open Access
We compared the existing institutional distribution in the Wiley deal to a more typical VIVA cost share of 20% FTE/60% Carnegie/20% Use.
We negotiated for a lower overall percentage on a yearly basis, saying that we would not push the realized savings equitably but to the schools off model.

Most schools and the central subsidy paid the original contractual cap, and the schools that were overpaying relative to the typical VIVA cost share received their respective percentage of the savings.
In 2019, VIVA had originally negotiated an APC discount, but this became a percentage refund on fully gold OA payments because the Wiley infrastructure was not yet in place.

In 2020, the planned discount was put into place, as was a shared OA Funder Account. As this was included as a percentage of the existing expenditure, it is essentially new money for OA authors.
Concerns about supporting hybrid OA publishing, viewed as an unsustainable model, came to the surface in committee discussions. VIVA committees voted to fund only fully Gold OA articles.

No institution gets a preference, and no author gets a preference: graduate students and small community college faculty have the same access to the funds as tenured faculty in major research institutions.

It will be difficult to account for grant funding in this process, and we recognize this is a significant challenge.
With Wiley’s infrastructure, there are choices to be made. The system can accommodate individual institutions approving their own authors’ funding requests, but that would require allocating funds to institutions.

Individual institutions could also set up preferences for who they fund and why, but VIVA has approved a first come/first served approach.

For these reasons, VIVA has opted to centralize all funding and approvals, although central staff will confirm each transaction with the institution.

Individual institutions still have their own dashboards to view account activity.
- **Evaluate this approach** – does it get us where we want to be?
- Continue to try out **new models** with our publishing partners.
- Work throughout the state to build **consensus** on these changing models and speaking with a common voice.
- Ensure that **statewide spend decreases** with publishers that are unwilling to build toward more sustainable approaches.
**NOUN PROJECT IMAGES**

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