

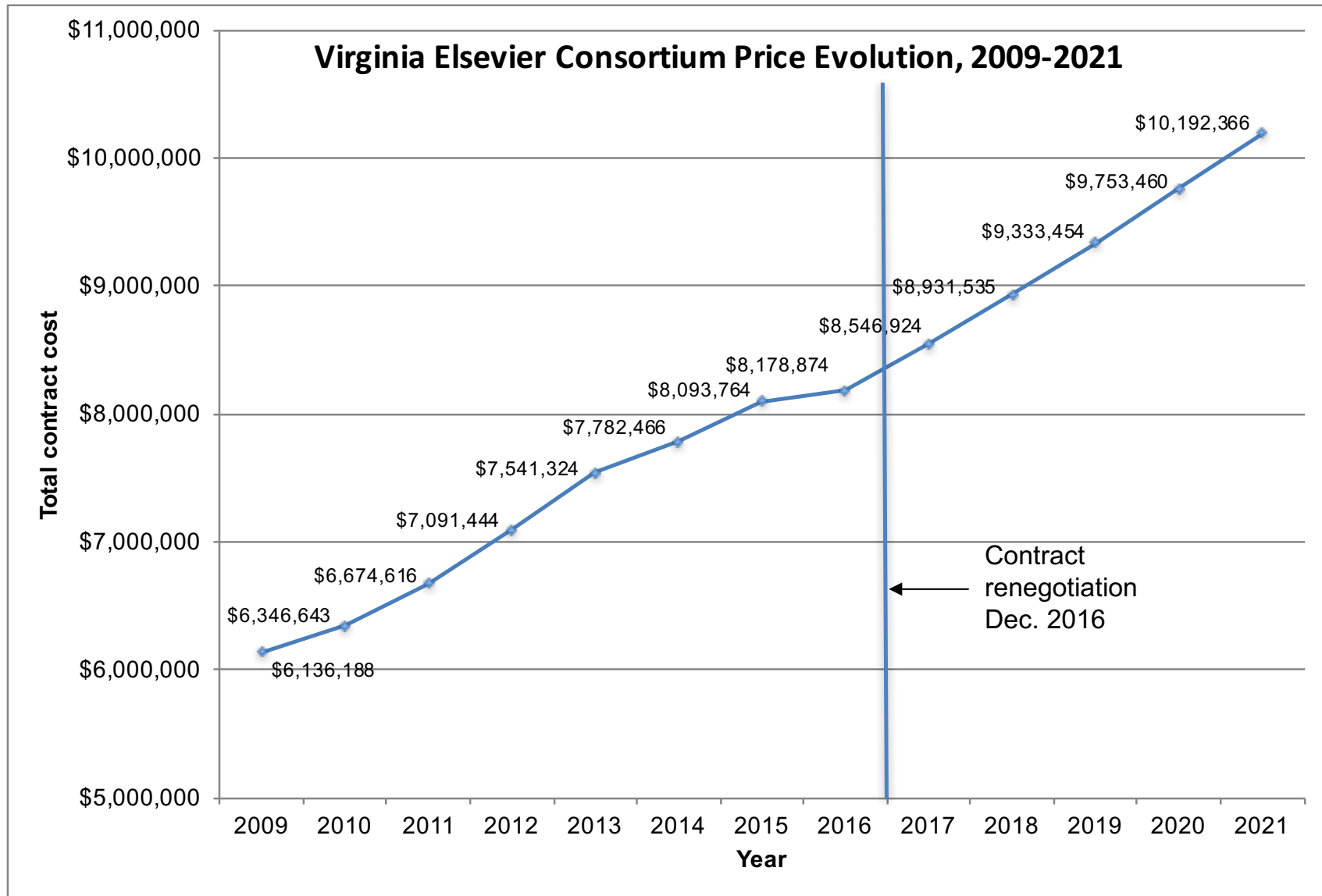
VCU Libraries

Virginia Commonwealth University

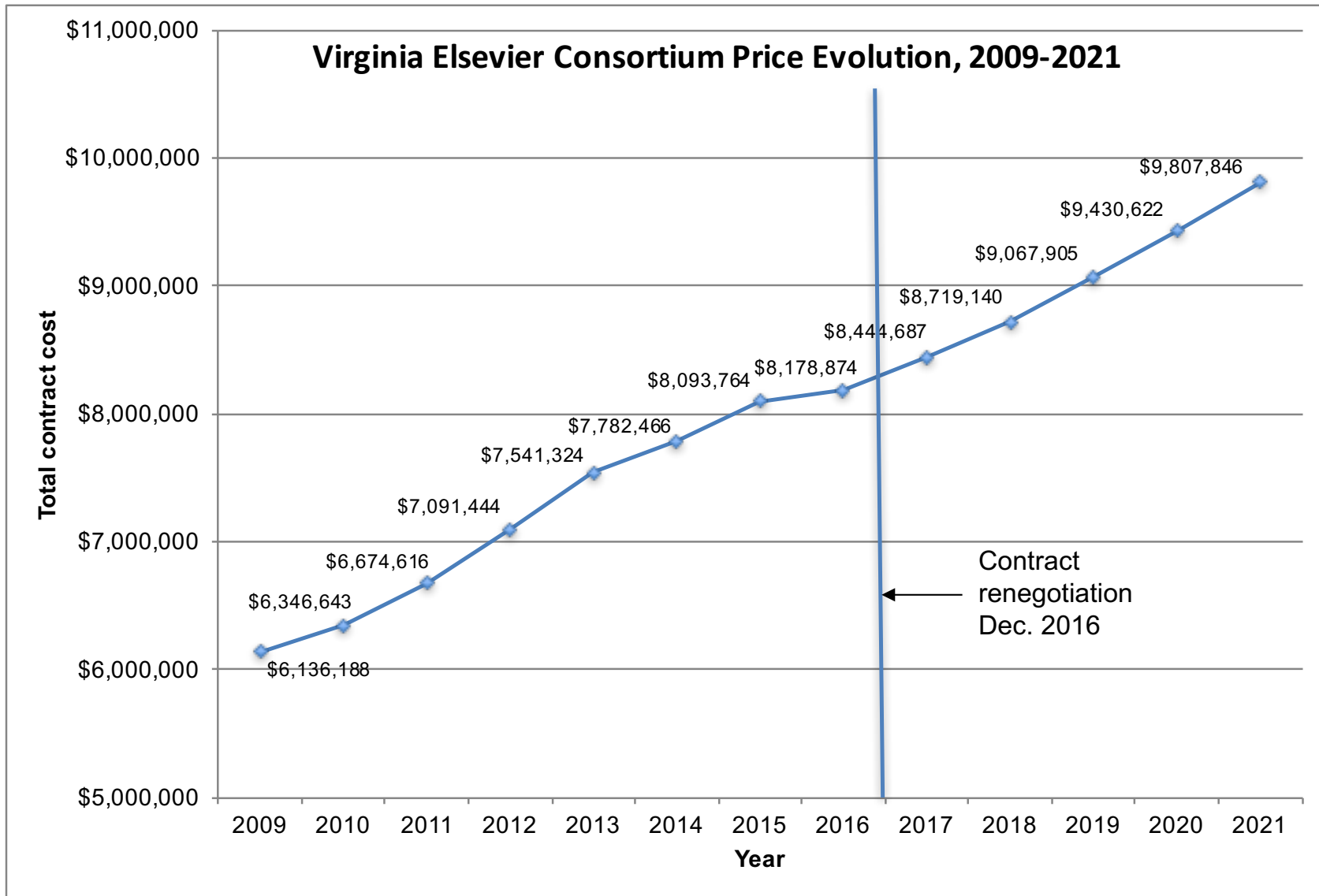
Virginia Elsevier Consortium pricing evolution

- Original Elsevier proposal for 2017-2021
 - Cumulative % increase: 24.6%
 - Cumulative \$ increase: \$2,013, 492
- Elsevier contract 2009-2021 under proposed terms
 - Cumulative % increase: 66.10%
 - Cumulative \$ increase: \$4,056,178
- Revised and accepted Elsevier proposal for 2017-2021
 - Cumulative % increase: 19.92%
 - Cumulative \$ increase: \$1,628,972
- Total spend under revised and accept proposal 2017-2021
 - Total spend: \$45,470,200
 - Total VCU spend: \$9,274,112

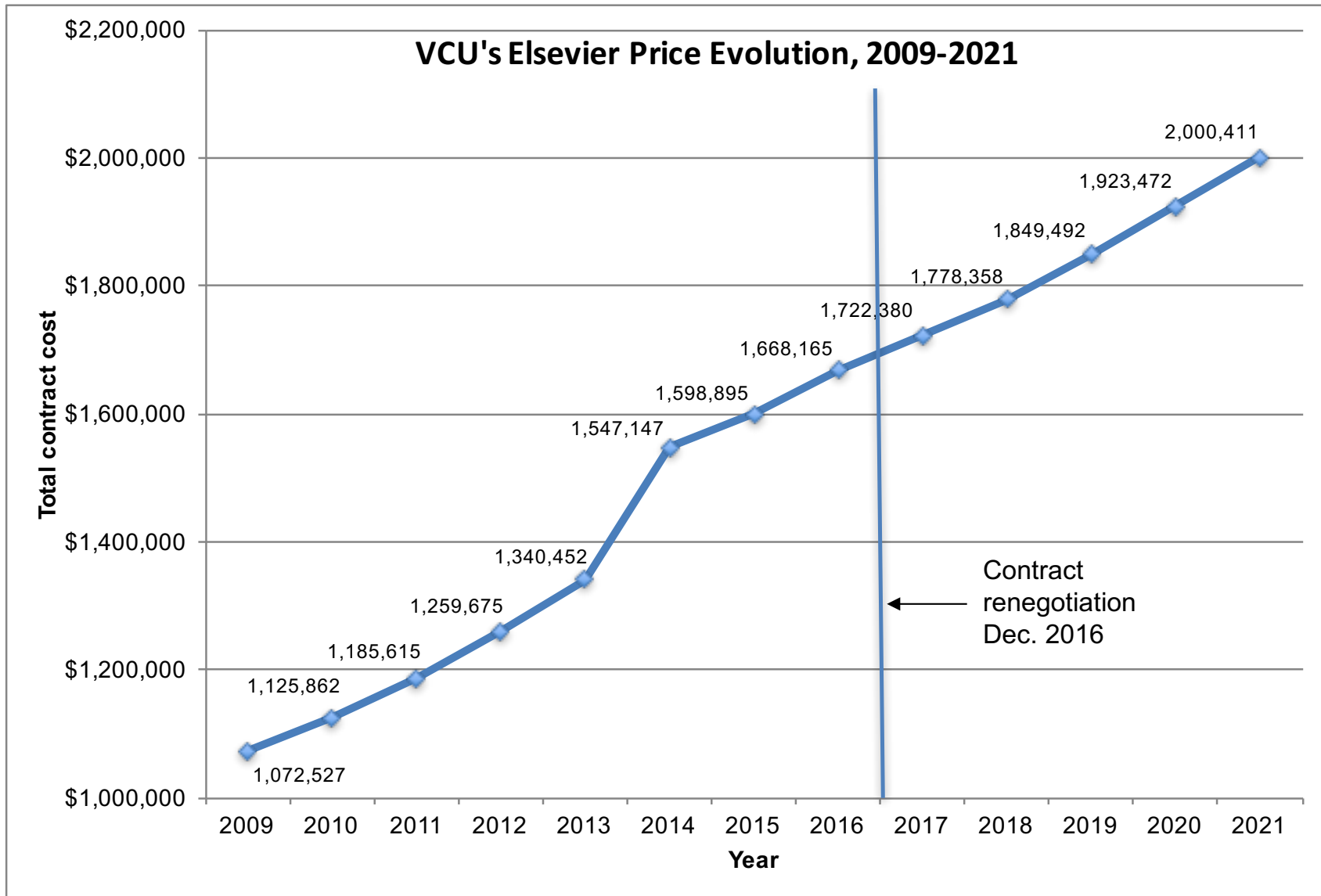
Elsevier proposal June 2016



Consortium final counter-proposal September 2016



Consortium final counter-proposal September 2016, VCU costs



No More

Never Again

How can “Red Light, Green Light” help?

- Calls us to view the work of building our collections as a strategic investment of collections dollars
- Motivates a difficult discussion that is crucial to moving forward: how do we assess and define value delivered by subscriptions and subscription packages?
- Highlights contradictions: we pay too much for a package, but then we promote its use to strengthen ROI for how much we paid
- Exposes how we provide scant information to our communities about pricing. Why is that the case?
- Anticipated the current discussion about bepress and the “2.5% commitment” dialog: is it possible to have purposeful, value-directed investment of collections dollars? If so, how do we do it?