



**Negotiations Resource Team (NRT)
2007-2008 Report to the Annual General Meeting**

September 2008

Submitted by
Martha Whitehead, Queen's University
Chair, Negotiations Resource Team

Mandate

The CRKN Negotiations Resource Team is established by the Board of Directors, and is responsible for:

- coordinating member / regional consultation and building consensus regarding CRKN electronic resources priorities, requirements and specifications;
- developing and recommending procurement strategies, processes and vehicles;
- recommending vendor licenses and contract terms to the Board of Directors for approval;
- contributing additional strategic and operations expertise to CRKN planning and communications;
- recommending to the Board of Directors the establishment of specialized task groups to address policy and procedural issues proceeding from negotiations or license implementation, as required. This includes recommending lead license negotiator(s), their terms of reference and specific negotiations parameters to the Board of Directors for approval, and assisting with strategy development and providing functional direction to the lead negotiator(s).

Membership 2007-2008

Last year, the Board of Directors approved a change to the NRT Terms of Reference to expand the NRT with a second representative per region thereby augmenting the number of librarians from four (4) to a total of eight (8). This was done to provide for greater engagement from members and to ensure continuity. As a result, four (4) new membership positions were open for fulfillment early in the 2007-2008 year. In addition, one (1) term position from COPPUL expired in March 2008. In all, five (5) new representatives were designated by their respective regional library organizations during the course of the year.

Later during the year, the Chair position became vacant as of July 1, 2008. The Board of Directors took steps to fill this position.

The NRT is pleased to present the current members:

- One (1) member of the Board of Directors¹
 - Martha Whitehead, Queens University (Chair)
- Eight (8) librarians, two from each region, with electronic collections / services and negotiations experience:
 - Jocelyne Thompson, University of New Brunswick, representing CAUL
 - Louise White, Memorial University of Newfoundland, representing CAUL²
 - Faye Abrams, OCUL, representing OCUL
 - Tony Horava, University of Ottawa, representing OCUL²
 - Jocelyn Godolphin, Concordia University, representing CREPUQ²
 - Louis Houle, McGill University, representing CREPUQ
 - Joy Kirchner, University of British Columbia, representing COPPUL²
 - Denise Koufogiannakis, University of Alberta, representing COPPUL²

¹By-law under review

²denotes new members in 2007-2008

- One (1) technical or systems advisor
 - John Durno, University of Victoria
- CRKN staff members Allison Kelley, Member Services Officer, Yves Jobin, Director of Content Programs and Deb deBruijn, Executive Director, serve as resource personnel to the team.

The NRT would like to thank Gwen Bird, from Simon Fraser University, for her devoted and outstanding service as a COPPUL representative over the last five years.

The NRT would like to thank Michael Ridley for his remarkable leadership during the last four years as Chair.

Accomplishments in 2007-2008

The Digital Content Infrastructure for the Human and Social Sciences (DCI Project) was the focus of NRT activities in 2007-2008. The process of evaluating, negotiating and acquiring this content was a complex undertaking that drew heavily on the time and expertise of NRT members and CRKN staff, and all were grateful for the expanded membership of the team.

The NRT's main activities were driven by the launching of the Request for Proposals on September 20, 2007, with a closing date of October 25, 2007. For the following months, the NRT engaged in a series of tasks that led to the selection and the acquisition of a critical mass of digital content in compliance with the DCI project objective:

Evaluation and ranking of proposals:	October – November 2007
Negotiation Planning:	December 2007 – January 2008
Vendor Negotiations:	January – May 2008
License Implementation & Access:	May 2008 – September 2008



The NRT is pleased to report that the procurement process resulted in eleven license agreements for fourteen highly qualified digital resources. These agreements provide equitable access, for 67 participating institutions, to over 195 publishers covering a diversity of formats, including e-books, e-journals, streaming video, historical files, archives, music scores, etc. The negotiations for this project were particularly complex and lengthy, given this diversity of content.

The total value of the licenses acquired under the DCI project is estimated at \$41,906,204 CAD over a three year period, subject to exchange rates at the time of payments. Particularly noteworthy are the savings obtained by the NRT, estimated at over \$21 million CAD, and the groundbreaking license terms with respect to e-books, for which unlimited access, full portability of content, more flexible Digital Rights Management (DRM) terms and local loading options were negotiated.

Detailed information on the project, the procurement process, the results of the negotiations, successes, challenges and other relevant information can be found in the Draft DCI Accountability Report. This draft report has been distributed and presented to CRKN members as part of the 2008 AGM program. The NRT welcomes feedback on the draft report from CRKN members in view of releasing a final version in the next few weeks.

Objectives for 2008-2009

1. Renewal of Phase 1 Electronic Content Expansion Licenses. Phase 1 includes eight licenses with an estimated aggregate value of \$35 million over 3 years with an expiry date of December 31, 2008.
2. Plan for the renewal of the five core licenses for December 31, 2009.
3. Explore new areas for digital content expansion.
4. Investigate and implement Customer Relationship Management (CRM) software to meet the needs of both CRKN and the membership. Main functions under consideration include but are not limited to: licensing management, content management, relationship management, document management and communications management.
5. Facilitate licensing content integration for members by working in collaboration with Electronic Resource Management (ERM) providers to create customized packages for CRKN content in their knowledge bases.
6. Assist with the CRKN investigations regarding open access and alternative publishing.

