



NEGOTIATIONS RESOURCE TEAM MEETING RECAP

To: NRT, EC, BoD, General Membership

From: CRKN Management

Date: February 2, 2010

The Negotiations Resource Team (NRT) met in Ottawa at CRKN offices on January 28-29, 2010 to orient new members, take stock of recent activities, discuss ongoing projects and plan for the year ahead. The team welcomed Carol Stephenson as a new OCU representative and Peter Webster as a new CAUL representative, and will miss Faye Abrams, whose much appreciated lengthy service on NRT ended in December.

License renewals for 2010-2012 were discussed. CRKN was able to proceed on all license renewals, except the CUP Journal Archives. Because of the high levels of member participation, no pricing adjustments were required by the vendors as a result of a drop in participation. There are still some outstanding vendor issues that are being resolved, and the Wiley-Blackwell agreement was completed on January 29th. There was discussion about a regional issue - specifically the impact of the unbundled prices for ISI products to CAUL members. This unbundling process underscored the challenges associated with the necessary shift from research metric cost sharing towards vendor pricing. The research metric was developed in anticipation of the CFI funding application for content yet unknown as a way to establish predictability within a contract term. Now that we have the details on content and costs, institutions want to see the specific costs of each and every bundle. To increase equity and transparency, the intent is to transition the renewals to a framework that transfers negotiated vendors pricing to institutions. With only SWETS coming up for renewal in 2010, this approach will be modeled using this renewal and further reviewed by NRT, and resulting recommendations will be taken to the board for approval. In this way, the lessons learned from the least round of contract renewals will be applied to the next round of contracts to avoid the type of misalignment that was experienced by CAUL members.

Some early highlights coming from the Communications outreach Member e-survey were shared with the group on the topics of licensing process and content licensed. There is high satisfaction associated with the relevance and quality of scholarly content; but concern was registered about the amount of input members have in the negotiation process, and the time they had to review selections with their staff. The complete report



will be available for distribution by late February, and will provide formative input to the Strategic Plan, the Communications plan, the Value, Influence, Trends and Leadership (VITaL) Task Group on impact measurement, the risk management framework and the budget.

The group had a lively discussion reviewing the Committee Terms of Reference. They agreed that there should be some revisions to clarify roles and include the Vice Chair function in the membership description. Governance developments and policies for the Board were shared to provide an example and framework for the NRT's review. There was much discussion as the group worked through a written exercise to identify whose role(s) it was to perform a variety of different activities. Revised Terms of Reference will be drawn up for review at the April Board meeting.

Tony Horava presented an offer on behalf of OCUL to resource the function of CRKN serial title management in a pilot project. Linda Day of Guelph University Library will reconcile titles using link resolver Ex Libris (SFX) for the benefit of all members, to ensure that members can access target portfolios for licensed content that are accurate. This project will be monitored over the next month and an update will be provided at the next NRT meeting in March. Assuming this is successful, other libraries would be sought to provide the same support for other link resolvers. John Durno offered to provide technical support.

The CRKN multi-meeting agenda was consulted and NRT positioned their projects to align with Board meetings in order to obtain necessary approvals and to keep the organization apprised of developments and accomplishments.