D E A L

September 2020

Advances realized through Projekt DEAL's first Transformative Agreement
Projekt DEAL – Wiley Agreement, 2019 - 2021
First period, January – December 2019

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With the terms achieved in Projekt DEAL's first agreement with the publisher Wiley, the research community in Germany was strategically positioned to bring its goals to fruition. Now, as the books are closing on the first period of open access publishing in 'hybrid' subscription journals, the researchers, librarians, administrators and other stakeholders in the German research community can reflect on the impact that they have accomplished together.

Goal 1 – Empower all (corresponding) authors with the means to publish their articles openly

- ✓ Authors were empowered with open publication services for the **more than 4400 research articles** accepted for publication in Wiley subscription journals—without having to pay open access publishing fees. **Author uptake** of DEAL-enabled open access publishing **reached 90%** by the end of the first period and continues to rise. For the vast majority of those authors, it was the **first time they opted to publish their articles open access**.

- ✓ In the same period *before* the agreement, only 6% of authors elected to publish openly in these journals, as institutional policies could not allow support of 'hybrid' publishing fees on top of their subscription fees (double-dipping), and authors were thus **obliged to pay for open publication with their own budgets**. Now that library subscription fees are redirected to cover open access publishing, those additional **author-facing fees have been reined in,** obviated thanks to the DEAL cost model.

- ✓ Also, authors from German institutions published more than 500 **articles in Wiley's fully Open Access journals ("Gold Open Access")** in calendar year 2019. Thanks to the 20% discount on article publication fees (APCs) secured under the DEAL agreement, **the overall cost** of scientific publishing has been **further reduced**.

Goal 2 – Expand equal access to high-quality scholarly journals to all learners in Germany

- ✓ Prior to the agreement, the vast majority of research institutions in Germany had only limited access to the Wiley portfolio and more than 50 institutions **did not have the means to subscribe to *any* Wiley journals**. Since the beginning of 2019, researchers, students, teachers, physicians, and specialists at around **450 sites in Germany** have been given permanent **access to the more than 1,600 high-quality scientific journals** comprised in the Wiley portfolio, **closing the knowledge gap**.

- ✓ The expanded access enabled by DEAL's nationwide approach has led to an **increase in student and researcher engagement** with scholarly journal content, as expressed in article downloads, **by more than 40%**.

Goal 3 – Institute a fair, reasonable, and future-oriented cost model around open access publishing

- ✓ **Confirming the cost-neutrality of DEAL's nationwide approach**, the total number of publications enabled for open access publication in the first period is fully in line with projections used to negotiate the DEAL transitional cost model based on a reasonable, comprehensive, per-article fee of Euro 2750. The sum of all per-articles fees due to the publisher is **well within the benchmark of the previous collective subscription expenditure**.

- ✓ More than just cost-neutrality, the DEAL agreement has proven to deliver **more institutions** with **much more service for the same level of investment**: reading access *and* open access publishing. By redirecting former subscription investments to cover open access publishing, overall **costs have effectively been reduced on a national scale**—as authors are no longer obliged to use their budgets to publish openly in subscription journals.

- ✓ The nationwide DEAL agreements **cover open publication of articles by all corresponding authors affiliated with a German higher education or research institution**, but each institution must formally register (sign up via DEAL Operations) in order to account for the open access publishing of their authors and receive the added benefits of perpetual access to the full online journal portfolio. In the first year of the agreement, **98% of research articles published by researchers from Germany in Wiley journals originate from institutions that have registered**. Through this commitment, the viability of DEAL's nationwide approach is secured and the benefits extended to the entire research community.

- ✓ The transparency and inclusiveness of the DEAL model highlights the vast inequities that characterized subscription pricing. Even among institutions with an identical research profile, as expressed in articles published under the agreement, previous subscription pricing varied by as much as 60%. With DEAL's future-oriented model, which apportions costs fairly, in direct proportion to an institution's article output, **two thirds of registered institutions stand to see their costs decrease with respect to their previous subscription expenditure**.

- ✓ Naturally, for some institutions, taking on the financial responsibility for the open publication services used by their researchers will be a challenge, and a significant one, as their former subscription budgets do not align with the actual publishing needs of their authors. On the immediate term, the collective financing strategy of **DEAL Operations is smoothing this transition**, **giving them time to gradually adjust their budgets**, and additional funding opportunities from the DFG serve to bolster their efforts.

- ✓ The proven **viability and cost-neutrality** of the DEAL agreement on a national scale **establishes a solid foundation** for discussions among stakeholders on the **flexibility and new budgeting strategies necessary** for a future scholarly publishing system based on openness, for the benefit of science and society.