It’s the workflows, stupid!
What is required to make ‘offsetting’ work for the open access transition.

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• Strategic goal of offsetting, important agreement mechanisms

• **Workflows** = business processes
“The case for offsetting agreements is clearly far from proven. ... they have far too easily come to be regarded as ‘business as usual’ and even contradictory to the objective of open access.”

“Increasingly, I have come to believe that the major failing of offsetting agreements lies in their assumption and continuation of the norms that govern the negotiation and implementation of existing big deals.”
Key messages of this presentation

• Rethink negotiating
• Act more strategically
• Be more creative
1st ESAC Workshop 2016

• Discussions around general strategy and mechanisms

• “Joint understanding of offsetting”
1. Offsetting agreements are pilots
2. Move towards pay-as-you-publish
3. Risk sharing
2nd ESAC Workshop 2017

• Workflows, processes

• “ESAC Recommendations for article workflows and services for offsetting/open access transformation agreements”
• Author and **article identification** and verification
• Funding acknowledgement and **metadata**
• Invoicing and reporting
Author and article identification and verification

• In the publisher’s responsibility
• Dependency on third party editorial systems (Scholar One, Aries), lack of investment
• Automated vs. manual process
• Too much author involvement
Funding acknowledgement and metadata

• Need to differentiate between the funder of the research and the actual funder of APCs

• OA license information to be delivered to Crossref
  (https://najkoja.shinyapps.io/hybrideoa/)
Invoicing and reporting

• Article based invoicing
• Complete statements of author affiliations
• Publishers need to track whether authors change their affiliations in the paper during the publishing process
Outlook

• Think about a time frame: how long do we want to pilot these agreements?
• Are publication based agreements scalable and sustainable?
• What is the Plan B?