

10.04.17



Center *for* Research Libraries
GLOBAL RESOURCES NETWORK

Investing in the Persistence of News

eDesiderata Forum 2017



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Agenda

Session II: Strategies & Models for Library Investment in News Access

2:00-3:00 p.m. CT

- Conversation 1: Site Licensing
- Conversation 2: Direct Library Investment in News Access and Preservation



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Session II:
Strategies and Models for Library
Investment in News Access



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Conversation 1: Site licensing of major online news sources

Ann Okerson

Senior Adviser on Electronic Resources, Center for Research Libraries

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Use Cases and Models for CRL's Site Licensing of Current e-Newspapers

Ann Okerson

Senior Adviser on Electronic Resources

Center for Research Libraries

Challenges of current e-newspaper licensing

- Major transformations in the way news is presented and reported
- Huge disruptions to “authority”
- Print business models no longer effective
- We’re seeking new ways that work while preserving quality news
- Educational site licenses for current daily papers are relatively new and experimental
- CRL agenda: assure quality long-form journalism

CRL & *New York Times*

- It's not our parents' *New York Times*
- CRL's lowest pricing offer announced Winter-Spring 2014
- A brand new educational site license, aimed at attracting students in particular
- Pricing based on FTE & Faculty Headcount
- Aims to protect current subscriber revenue
- Standard online NYT costs individuals from \$200 and up per year – CRL's pricing at least 98% lower

New York Times - access

- Each school specifies initial authorization of users via either email domain or IP range
- Users must register individually to secure access
- After that, access is by individuals through their own accounts
- Libraries choose how often a user must re-authorize him/herself (180 or 364 days)
- Most recently, students are asked when they will graduate and are given access until then
- Re-registration process can impede uptake

New York Times -- aggregation

- CRL also makes its lowest-pricing offer available to any North American consortial partner (members of ICOLC)
 - Goal: to bring more FTE to this offer, in the interests of a long term partnership and ever-better offers from NYT
- Interested consortia inform their members
- CRL handles quotes, consolidates orders and renewals for NYT to secure the best possible pricing
- CRL pays a single NYT invoice, collecting \$\$ from partner consortia and libraries
- CRL gets modest cost recovery from partner consortia
- Consortia add their own surcharges if/as needed

***New York Times* – current status**

- Participating consortia: CRL, AMIGOS, CCLC, iPAL, LOUIS, Lyrasis, MCLS, Minitex, Mobius, NERL, OhioNet, Orbis, PALCI, SCELC/ATLA, WiLS
- FTE count as of 9/30/2017 = ~1.4 Million
- Current Revenue to NYT = ~\$2 Million
- Offer has evolved well & CRL working continuously to improve it

CRL & *Wall Street Journal*

- Offer to be presented this month – still negotiating the click-thru subscriber agreement
- Users must register themselves and re-authorize every 90 days
- A more conventional offer than NYT
 - Rate sheet based on FTE tiers (no custom quotes, no faculty counts)
 - CRL + NERL only (at this time)
 - WSJ handles and invoices customers; less mediation by CRL

CRL & other current e-papers

- *Financial Times* offer sent to CRL members
 - A conventional database offer
 - But initial pricing basis (based on financial programs on campus) not fully clear
 - And pricing in future years increases as usage increases
- *Washington Post* cannot get an offer yet
 - 1 Million digital subscribers, but no educational site license; direct libraries to ProQuest channel

CRL current e-licensing goals

- Global Resources Initiative – partner with CRKN, DFG, JISC to explore foreign newspaper options
- Continue conversations with FT, WaPo to get to reasonable CRL deals
- Develop newspaper partnerships beyond mere licensing
- Continue to encourage libraries to support quality and truth news media at a time when ‘anything goes’



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Conversation 1: Site Licensing of major online news sources

Discussion and Questions

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