



Value for Money Update 2008/09

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Introduction

This report is a short update of a more comprehensive Value for Money study commissioned by JISC in 2006 which covered a wide range of JISC services and related companies. This study focuses on calculating the money saved on behalf of the academic community by JISC Collections through negotiating and brokering licences and deals for digital collections and datasets.

About JISC Collections

JISC Collections helps institutions meet the growing demands of teachers, lecturers, researchers and students to access a range of online resources (which they may not have had access to otherwise) to support education and research activities within tight budgets.

JISC Collections has redefined the way model licences are used in the UK to negotiate with publishers on behalf of the education community. The JISC Model Licence and the NESLi2 Model Licence in the case of e-journals, contain more favourable provisions than any standard commercial licences and ensure consistency to allow teachers, learners and researchers to use each online resource to its fullest potential in support of their activities. JISC negotiates the licences with publishers on behalf of the UK Funding Bodies for FE and HE communities in the UK.

The JISC Key Audience Survey (2008)¹ showed how valuable a service JISC Collections is to head and senior librarian and Learning Resource Centre (LRC) staff, with staff from 92% of universities and 94% of colleges across the UK stating that it is a valuable resource for their institution. Another survey showed that overall satisfaction with JISC Collections is high with staff from 82% of all UK universities and colleges satisfied that JISC Collections is negotiating favourable agreements².

¹ JISC Key Audience Survey 2008-9. www.jisc.ac.uk/publications/documents/audiencesurvey09

² JISC Attitudinal Survey of head and senior learning and librarian staff, 2008.
www.jisc.ac.uk/media/documents/publications/attitudinalsurvey2008librariansreport.pdf

Executive Summary

This report concludes that for total public funding of £1.25 million in 2007/08, JISC Collections delivered savings to the UK academic community to the value of £43 million. This means that for every £1 funding to the Collections team, the community received services with a commercial value of over £34 (a 30% since 2006³).

Summary of savings:

Annual savings for dynamic datasets 2007–2008:	£25.89m
Annual savings for heritage collections in 2008:	£8.9m
Saving on NESLi2 agreements in 2008:	£8.17m
TOTAL for August 2007–August 2008	£ 42.96m*

**The total figure reflects UK-wide savings on these agreements.*

It achieved this through its negotiation and licensing of datasets (e.g. Digimap, Britannica Online), heritage collections (licensed in perpetuity and made freely available to the academic community, e.g. 20th Century House of Commons Parliamentary Papers) and electronic journals (NESLi2) negotiations.

A summary of the methodology is given below. The report comes with the caveat that it has not attempted to measure many other areas where JISC Collections adds value in the sector. For example the time and effort saved by users and institutions in having to procure or access equivalent digital resources or the avoidance of risks associated with institutions developing model licences on an individual basis.

Methodology

The following analysis is based on financial efficiency savings calculated by JISC Collections for the academic year 2008-2009. Savings are calculated for the following three activities carried out by the company, all of which are independently audited by ABCe (<http://www.abc.org.uk/>).

- Dynamic datasets
- Heritage Collections
- NESLi2 licence agreement for journals

Not all datasets or collections in the portfolio are included. The analysis covers 14 dynamic datasets, 18 heritage collections and savings achieved in NESLi2 agreements for the 2008 subscription year. The figures look at the commercial value of the collections should institutions have to procure them separately and the cost achieved by Collections through negotiation. They do not account for the time and effort saved by users and institutions in having to procure or access equivalent digital resources.

Publishers are reluctant to have the extent of academic discounts revealed but the Collections team has supplied figures for the resources outlined below.

³ From £26, calculated using the same approach in 2006 www.jisc.ac.uk/aboutus/whoweare/valuereport

Dynamic Datasets

JISC Collections negotiates a wide range of agreements for online resources. Some of these agreements are licences for datasets which are continually updated. Here JISC Collections aims to achieve deeply discounted annual subscription fees for its community. These fees are banded according to the amount of funding an institution receives from their funding council.

These datasets are highly used and valued by colleges and universities across the UK. For example, Digimap - Ordnance Survey is being used by researchers and provides an example of a direct financial saving to institutions from a dataset licensed by JISC Collections. In the academic year 2007/2008, this resource was used a total of 240,010 times by 105 different HEIs (equating to an average of 2,286 sessions per institution). In addition, 43 FE colleges used the service, 3,242 times (an average of 75 sessions per college).

Not all the datasets in the JISC Collections portfolio are included in the efficiency gains calculations, because many of these resources are not commercially available or the publisher does not allow the list price to be published.

The calculations are based on the efficiency gains derived by the academic community from the following 14 datasets:

DIGIMAP – Ordnance Survey	Know UK and Know Europe
ISI Web of Science	Britannica Online
Education Image Gallery	E-lawstudent
Bureau Van Dijk	Grove Music Online
Embase (via Ovid)	Grove Art Online
Creative Club	SCRAN
Literature Online for Higher Education	Art Full Text

The following is a worked example of the savings negotiated for this type of resource:

Agreement for dynamic dataset licensed over five years

¹ Total Annual Commercial Value	£4.45 million
² Total Annual Institution Subscription	£1.55 million
³ Total Annual Saving to JISC Community	£2.89 million
⁴ Predicted Savings over the 5 years of the Agreement	£14.46 million

¹This represents the list price for academic access to ISI Web of Science multiplied by the number of subscribing institutions

²This is the actual subscription fees paid by the academic community following the JISC negotiations

³This is the saving calculated as the difference between the Total Commercial Value and the specially negotiated subscription fees through the JISC

⁴This is the total that will be saved over the 5 year agreement

The agreements for these resources are calculated as saving at least £25,890,000 annually.

Heritage Collections

By negotiating for digital archive collections at a national level, the JISC is able to leverage great savings for the community. All of the 18 Heritage Collections included in the analysis are of Heritage Collections that the JISC has licensed in perpetuity for the academic community. The JISC makes the content of these archives freely available to the academic community. The savings are computed by calculating the cost that the total number of subscribing institutions would have paid, if they had bought the content at the commercial price, minus the cost of the JISC agreement. This has then been divided over ten years to obtain an annual saving.

It is important to note that the list price for the heritage collections is beyond the means of the majority of institutions, and without the JISC funded agreement most institutions would not have access at all to these resources.

The following 18 heritage collections are included in the analysis:

Digimap Historic Map Data	19th Century Periodicals
OUP Journals Archive	Royal Society of Chemistry Backfile
Eighteenth Century Collections Online	Web of Science Backfiles
Early English Books Online	ACS Legacy Archive
Institute of Physics Backfile	Periodicals Archives Online
Institution of Civil Engineers Virtual Library	Brill Journal Archive
Internet Archaeology Archive	Taylor & Francis Geography Archive
19th Century House of Commons Parliamentary Papers	The Burney Collection
20th Century House of Commons Parliamentary Papers	British Periodicals Collections 1 and 2

The following is a worked example of the savings negotiated for this type of resource:

Agreement for heritage collection licensed in perpetuity

Total Commercial Value	£5.21 million
Cost of the JISC Agreement	£0.8 million
Total Saving to JISC Community	£4.41 million
Annual Saving over 10 years to JISC Community	£441,500

The agreements for these resources are calculated as saving at least £8,900,000 annually.

NESLi2: Current Journals

The Model NESLi2 Licence for Journals is the model licence used by JISC staff or its agents in negotiations with publishers for JISC journal agreements. Since 1999 the licence has been continually revised to maximise its value to the academic community. For example, in October 2006, changes were made relating to the more recent developments of wireless networks, Shibboleth, electronic repositories and self archiving. In May 2009, the model licence was amended for 2010. Additions included provisions regarding the permission to make use of the Licensed Material for text and data mining, as well as a new requirement on publishers to provide information on the licensed material to A-Z lists and link resolver vendors.

NESLi2 concluded agreements with 20 publishers during the 2008 subscription year.

Savings achieved through NESLi2 negotiations are as a result of improvements gained in the following areas of publishers' pricing proposals:

- Publishers' electronic access fees lower than their standard rates. These are fees for access to an institution's own subscriptions, or access to additional e-journal titles as part of, for example, a 'Big Deal'.
- Publishers' prices for titles, or packages of titles, lower than their standard prices, or lower than past agreements that institutions would have had with the publisher.
- Caps on the annual price increases of fees and titles, where multi-year agreements in place (ie price increases lower than the publishers' standard increases).
- An agreement by the publisher to allow a level of cancellations of some titles in 'Big Deals' - where the standard publisher policy is usually not to allow cancellations.
- Discounts offered by the publisher for receipt of orders by an agreed date
- Discounts offered by the publisher when multiple titles, or packages of titles, are taken.

Calculated savings for NESLi2 negotiations in 2008 were £8,167,744.

Other Efficiencies

As described, the methodology is based on efficiencies that can be directly and robustly measured. It does not incorporate the value of the harder to measure efficiencies such as:

- Time saved and made available for other activities e.g. research/teaching
- Increase in quality of research/teaching preparation from having access to these collections which otherwise may not be available to staff and students
- Increased efficiency for courses and students using e-resources. Several people (e.g. class groups) can access a single document simultaneously.
- Increase in quality by using electronic documents – several documents may be accessed for no extra cost – costs increase with each paper document.
- Increased efficiency as e-resources can always be found and accessed – there is no need for interlibrary loans, return of documents from other borrowers and no loss of documents.
- Preventing duplication of effort for institutions negotiating separately for these licences
- The time and money saved by developing model licences which minimise the risk (and potential cost) of libraries falling into dispute over individual licences