



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

Geschuhn, K. & Stone, G., (2017). It's the workflows, stupid! What is required to make 'offsetting' work for the open access transition. *Insights*. 30(3), pp.103–114. DOI: <http://doi.org/10.1629/uksg.391>

“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.”

Earney, L., (2017). Offsetting and its discontents: challenges and opportunities of open access offsetting agreements. *Insights*. 30(1), pp.11–24. DOI: <http://doi.org/10.1629/uksg.345>

“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

## 1<sup>st</sup> 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

## 2<sup>nd</sup> 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/hybridoa/>)

## 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**?