

## Jisc Unsub Case Study

### 1. User Description:

Jisc is the UK digital, data and technology agency focused on tertiary education, research and innovation. Jisc represents a consortium of 164 higher education institutions and 24 research institutions in the UK. Part of our work is negotiating and licensing content and software to support the education and research ambitions of our customers. We negotiate the best agreements, underpinned by intelligence and data-driven insights, to empower members to deliver transformational change. Academic publisher negotiations are governed by strategic groups and driven by the requirements of members, ensuring Jisc achieve agreements that deliver value, and drive forward the transition to an open access research culture in the UK. 90%+ of higher and further education institutions in the UK participate in Jisc agreements.

### 2. Challenge:

As the UK higher education research sector moves away from a subscription model of research dissemination towards open access, negotiating with publishers to achieve the best agreements is complex. We have to support funder policies and our members' ambitions to achieve a culture of open research, using evidence as the basis of all negotiations. We must model a number of negotiation scenarios, including walking away from an agreement for our members to consider as part of the negotiation strategy. Our members need robust and comparable data as part of this. We must also agree on a method of analysis for all our members and have a way to share proposals in a meaningful way.

### 3. Solution:

Jisc and SCONUL partnered with Our Research to offer all UK universities and research institutions an analytics dashboard and standardised approach to assess publisher agreements. Unsub provides forecasts of different journal subscription scenarios, giving Jisc and subscribing institutions insight into the costs and benefits of subscription packages for each university and across the consortium.

Caren Milloy, director of licensing at Jisc, says:

*"In this period of financial uncertainty, agreements are under increased scrutiny to ensure they constrain spend and deliver increased value. The dashboard we have developed with Unsub, enables us and our members to look at the value derived across all participating members and to assess the impact of different collection models. Providing centrally coordinated data for our members saves our members time which they can then dedicate to consideration of the scenarios in support of the negotiations."*

### 4. Outcome/results:

Our collaboration with Our Research has changed the way Jisc and UK institutions undertake negotiations, and we can already see how having access to the fantastic data and insights that Unsub offers has emboldened institutions. The work undertaken by Our Research to develop Unsub for Jisc and the UK has enabled us to make data-driven decisions with confidence during negotiations, which has led to significant cost reduction in institutions' subscriptions.

Unsub is central to the push towards cost transparency, getting a global commitment to a full OA transition from publishers and helping institutions and researchers make their value judgments. We hope the agreements Unsub has influenced will raise the bar for what institutions and researchers globally can expect from publishers.