

SLSP

Swiss Library
Service Platform



No Deal – No Problem?

Strategies for Reaching Negotiation Goals with Scholarly Publishers

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Coffee Lecture Lib4RI
March 3, 2026

1) Resisting the Scholarly Publishing Empire

We are in the 21st century A.D. The world of scholarly communication is firmly occupied by a handful of powerful publishers. Almost all scientific knowledge is surrounded by paywalls, careers are governed by metrics, and libraries pay tribute worth billions.

All of science? No!

A small community of indomitable researchers, librarians, and open-access activists refuses to stop resisting the system — with preprints, open licenses, and the unwavering conviction that knowledge should belong to everyone.

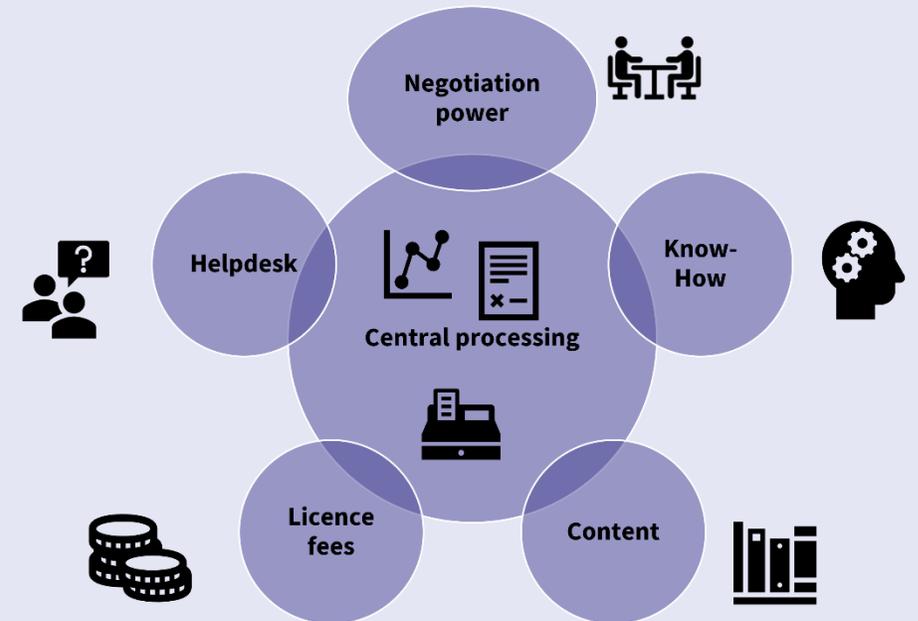


Source: Ehapa Verlag/asterix.de



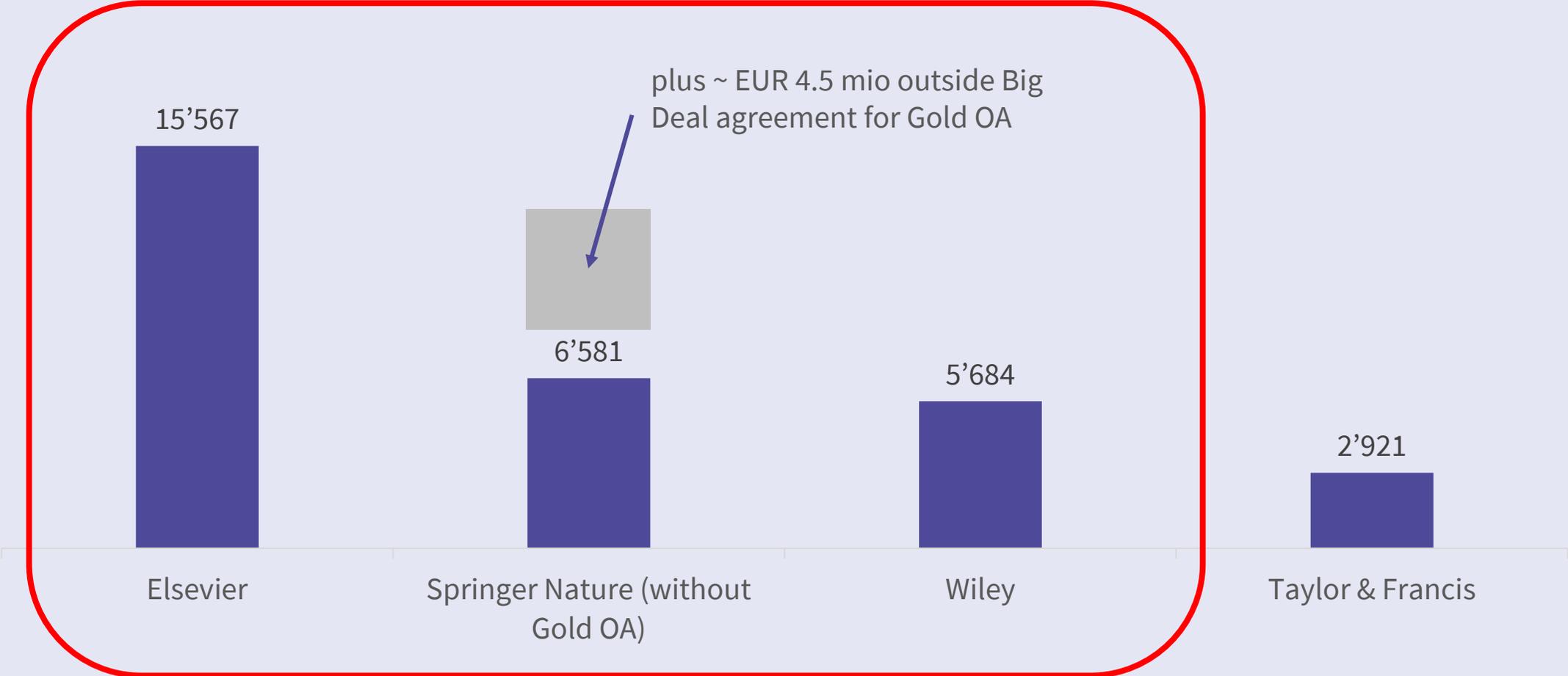
2) The Role of the Consortium of Swiss Academic Libraries

- Established in 2000 to negotiate licenses for digital scientific resources for academic libraries
- Now playing an important role in implementing the Swiss National Open Access Strategy
- CSAL's role depends on type of negotiation
 - Big Deal negotiations: CSAL prepares, organizes, and professionally supports the negotiations as well as the decision-making processes on behalf of swissuniversities
 - Remaining negotiations: CSAL leads negotiations and involves library contacts through Working Group Licences



3) Some Numbers: Part I

Top 4 publishers by licence volume 2025, in EUR 1,000

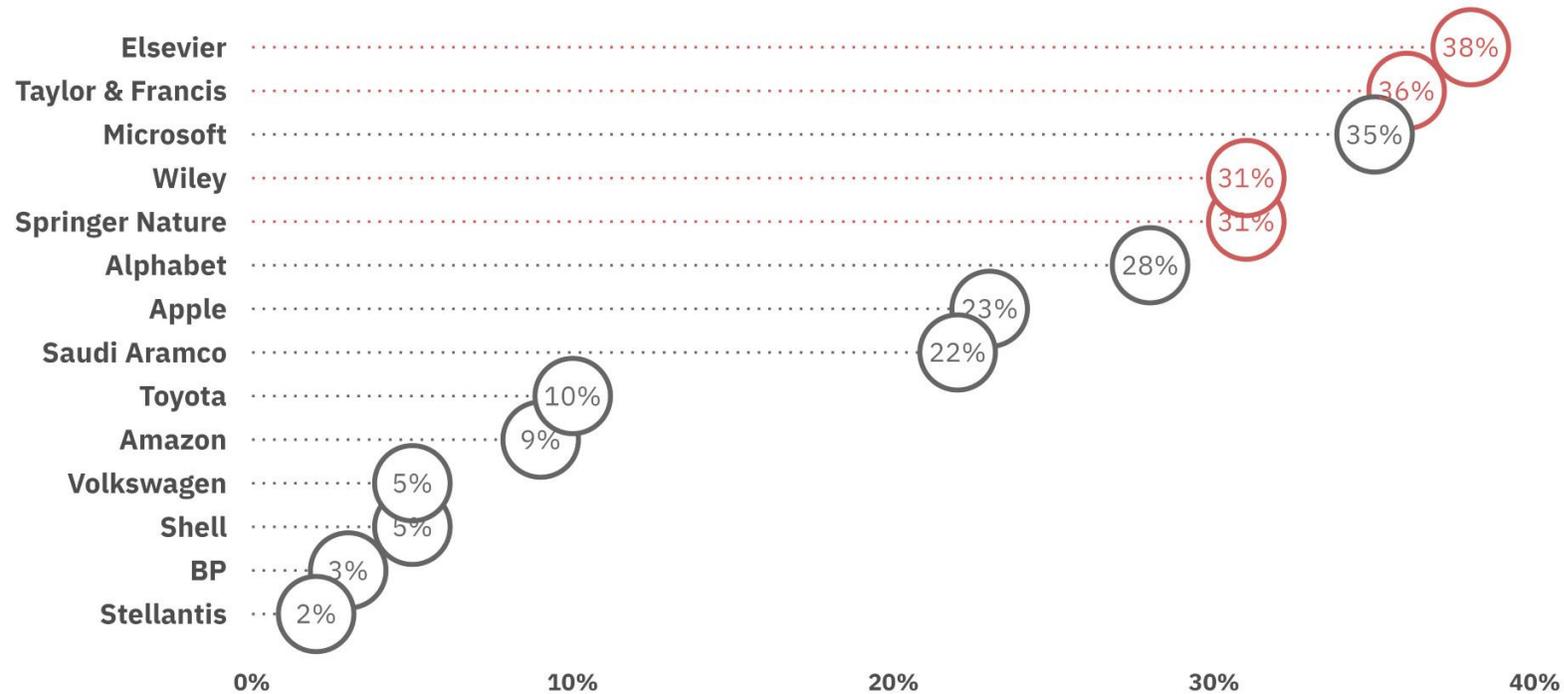


Source: CSAL (see consortium.ch for publicly available contracts)

Big Deal Negotiations

4) Some Numbers: Part II

Profit margins: **scientific publishers** vs other main industries, 2024



Source: The Drain of Scientific Publishing

Please note: Profit margins as described in this graph are **OPERATING PROFIT MARGINS** (not net profit margins)

5) Strategies for Reaching Negotiation Goals with Scholarly Publishers



Source: Asterix® – Obelix® – Idefix® / © 2019
Les Éditions Albert René / Goscinny – Uderzo

- Increase bargaining power through collective action
- Define clear negotiation goals and priorities
- Thorough preparation and data analysis, including international benchmarking and exchange
- Build leverage and maintain credible alternatives
- Build internal and external support

6) Mandate for the Negotiations with Major International Publishers

swissuniversities

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Mandate for the Negotiations with Major International Publishers

In 2017, the Swiss higher education institutions, assembled in swissuniversities, and the Swiss National Science Foundation SNSF formulated the goal to achieve open access to all publicly funded scholarly publications. This goal was reaffirmed in 2024 in the revised [Swiss National Open Access Strategy](#). Given the essential role of publishers as service providers in scholarly publishing, one element to achieve this goal are the negotiations with publishers for a sustainable transformation.

Negotiation Governance

The negotiations with the major international publishers are conducted by swissuniversities at the request and on behalf of the Higher Education Institutions and other mandating organisations. Mandating institutions are required to sign the mandate for negotiations with a major international publisher (Elsevier, Springer Nature, Wiley) and submit it to swissuniversities.

By signing the mandate, institutions commit to not conduct parallel negotiations between themselves and this publisher, to not conclude new contracts or extend existing contracts for overall or partial services (e.g. Gold OA) with this publisher, and to accept and actively prepare for a “no deal” state if the negotiations with this publisher prove unsuccessful or require more time to produce the required results.



7) Elsevier 2024 and Wiley 2025: From No Deal to Deal

Update vom 29. November 2023 ^

Die mandatierenden Institutionen wurden heute erneut über den Stand der Verhandlungen informiert. Die Verhandlungen mit Elsevier haben **noch nicht zu einer für beide Seiten akzeptablen**

Vereinbarung geführt. Da der derzeitige Vertrag am 31. Dezember

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Verlagsverhandlungen mit Elsevier

Umfassende Read & Publish-Vereinbarung mit Elsevier 2024-2028 bietet einmalig attraktive Publikationsmöglichkeiten

swissuniversities hat am 10. Juni 2024 im Auftrag der Schweizer Hochschulen und weiterer mandatierender Organisationen eine umfassende Open-Access-Vereinbarung mit Elsevier unterzeichnet. Die Vereinbarung mit Elsevier garantiert Angehörigen von Schweizer Hochschulen und beteiligten Organisationen den vollen Lesezugriff auf das gesamte Zeitschriften-Portfolio von Elsevier. Zudem erhalten sie die Möglichkeit, unlimitiert und ohne Zusatzkosten in gut 2'500 Zeitschriften von Elsevier Open Access zu publizieren, inklusive den Zeitschriftenreihen von *Cell Press* und *The Lancet*. Neu bleibt auch der Zugriff auf Zeitschrifteninhalte, die in den Jahren der Vertragsteilnahme erscheinen sind, für alle Institutionen dauerhaft erhalten («*Post Cancellation Access*»).

Update from 13 December 2024: No deal situation ^

Today, the mandating institutions were informed about the status of negotiations with Wiley. This negotiation round, initiated in spring 2024 has not yet resulted in a mutually acceptable agreement. While

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Verlagsverhandlungen mit Wiley

swissuniversities und Wiley schliessen umfassende Read & Publish-Vereinbarung ab

swissuniversities hat am 23. Juni 2025 im Auftrag der Schweizer Hochschulen und weiterer mandatierender Organisationen eine umfassende Open-Access-Vereinbarung mit Wiley unterzeichnet. Sie ersetzt den bisherigen Vertrag mit Wiley, der 2021 abgeschlossen wurde. Durch die kostenneutrale Integration des Gold-OA-Portfolios von Wiley in die Vereinbarung können Forschende von Schweizer Hochschulen und beteiligten Organisationen künftig im gesamten Portfolio von Wiley in Open Access publizieren.



8) Springer Nature 2026: Another No Deal Situation

Negotiations with Springer Nature: No-deal Situation

For a year, swissuniversities has been negotiating with Springer Nature on a new agreement for reading access and open access publishing options in Springer Nature's portfolios. The negotiations could not be successfully concluded by the end of December of 2025. Springer Nature has so far not been willing to submit an offer that complies with the negotiation mandate. The goal of a further step in the transformation towards open access could not be achieved to the extent desired by swissuniversities.

«No deal – no problem?»

or

«No deal and lots of problems?»



Thank you!

