De Gruyter Evidence Based Acquisition Freedom for Libraries

What’s the point?

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jacek.lewinson@degruyter.com
Brief history of eBook Collection Building

From 2000 – **Title by title** - not many takers in the early years

From 2004 – **The Aggregator** – the one-stop digital bookshop

From 2005 – **The Big Deal** – some buyers – a lot of unread books

From 2010 – **Patron Driven Acquisition** – great enthusiasm & great budget problems

From 2013 – **Evidence Based Acquisition** – probably the best option for your budget
Evidence Based Acquisition – how it works:

1) A library pays an upfront fee to access a collection of books for an agreed period of time.

2) At the end of the access period, the library makes selections based on the usage; and the access fee goes towards the purchase of these titles. The purchased titles will remain as part of the library’s collection in perpetuity.

3) The library may choose to continue in a second year – again under similar terms.
How does EBA work?

• **Before:**
  • License agreement signed
  • Invoice raised; paid up-front
  • MARC records provided

• **During:**
  • Unlimited concurrent access to the content, including all new frontlist titles as applicable
  • MARC updates provided for new releases (monthly)
How does EBA work?

• **After:**
  
  • COUNTER report provided to the library in order to analyse usage during the 12-month period
  
  • Library to decide which titles they would like to acquire with perpetual access, up to the value of the paid EBA fee
  
  • Decisions are usually made within 30–60 days of the EBA period ending
  
  • Titles charged at *as then* list prices
  
  • Selection to be made from content in the EBA programme
“EBA just works”

• EBA is the solution for:
  • Libraries who want fixed, predictable costs for ebook expenditure from year to year = budget control
  • Libraries who want to offer instant access to the maximum pool of titles – and the maximum convenience – for their users
  • Libraries which want to allow their patrons to help shape the collection, but with the librarians still having control
All titles are DRM-free (unlimited concurrent access model)

IP-based access

Shibboleth, Athens authentication to increase usage

COUNTER4-compliant usage statistics

Cross Ref (DOI created at book level for citation linking) to make content easy to find, link, cite

Free and straightforward access to MARC records

Metadata provided, new titles automatically included in content pool

No automatic purchase triggers. Customer decides which titles to acquire
**DE GRUYTER BOOKS**

**FACTS AND FIGURES**

- **1300** new De Gruyter titles per year
- **1500** open access books already published
- **65,000** eBooks currently Available/announced on De Gruyter Online
- **700** new Publisher Partner titles per year
- **1749** first book published
- **30,000** books in archive
- **Since 2008** eBook production
- **Since 2014** all De Gruyter books also available in ePUB format

- Unlimited simultaneous user and perpetual access (purchase option only)
- No DRM (download/print/save )
- PDF and ePUB from mid 2014 titles onwards
- Flexible purchase options: P&C, subject collections, EBA
Published Titles 2018

Metadata provided, new titles automatically included in content pool

No automatic purchase triggers. Customer decides which titles to acquire
De Gruyter Publisher Partnership Program
# DE GRUYTER EBA

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## Usage by Publisher

- 235
- 119
- 117
- 88
- 392
- 360
- 367
- 291
- 203
- 183
- 156
- 111

- De Gruyter
- Princeton University Press
- University of Pennsylvania Press
- Harvard University Press
- Columbia University Press
- Toronto University Press
- Transpress Verlag
- Cornell University Press
- University of Hawaii Press
- Multilingual Matters
- BIBAS
# Subject Areas

## Americas

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<tr>
<th>Partner</th>
<th>Primary Disciplines</th>
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<td>Cornell University Press</td>
<td>Art, Biography &amp; Autobiography, History, Labor &amp; Workplace Issues, Law, Literature, Medicine, Methodology, Philosophy, Political Science, Religion, Science</td>
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<tr>
<td>University of Toronto Press</td>
<td>Anthropology, Arts, Biography, Business &amp; Economics, Classics, Communication, Criminology, Development Studies, Education, Environmental Studies, Gender Studies, German Studies, Health &amp; Medicine, Law &amp; Society, Philosophy, Slavic Studies, Sociology, Urban Studies</td>
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<tr>
<td>Yale University Press</td>
<td>Art &amp; Architecture, Biography, Business &amp; Economics, Classics, Health &amp; Medicine, History, Language, Law, Philosophy, Political Science, Psychology, Reference, Religion, Science, Social Sciences</td>
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De Gruyter Publisher Partnership Program
# Subject Areas rest of world

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<tr>
<th>Partner</th>
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<td>Amsterdam University Press</td>
<td>European History, Asian Studies, Contemporary Society, Film &amp; Media, Linguistics</td>
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<tr>
<td>DETAIL</td>
<td>Architecture, Design, Technology, Civil Engineering, Building, Construction</td>
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<tr>
<td>Gütersloher Verlagshaus</td>
<td>Theology, Biblical Studies, Religion, original works of renowned Theologists (Bonhoeffer, Buber, Korczak...)</td>
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<tr>
<td>Iberoamericana Vervuert</td>
<td>Linguistics, Literary and Cultural Studies, Area Studies (Spain and Spanish speaking world)</td>
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<tr>
<td>The Institute of Southeast Asian Studies (ISEAS)</td>
<td>South East Asian Social Studies, Politics, Economics</td>
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<tr>
<td>Multilingual Matters</td>
<td>Applied Linguistics: Bilingualism, Second/Foreign Language Acqu., Sociolinguistics, Translation</td>
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<tr>
<td>RWS Verlag</td>
<td>Law (Insolvency)</td>
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<tr>
<td>transcript Verlag</td>
<td>Cultural Studies and Social Sciences, Literary Studies, Contemporary Society (incl. migration and gender topics)</td>
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<tr>
<td>University of Hawai’i Press</td>
<td>Asian and Pacific Studies (Linguistics, Literature, Culture)</td>
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<tr>
<td>Verlag Dr. Otto Schmidt</td>
<td>Law (German and European)</td>
</tr>
<tr>
<td>Vincentz Network</td>
<td>Industrial Chemistry (coatings) and Senior Care for Practitioners</td>
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Top subject areas

- American studies – Rutgers UP, University of California Press
- Ancient near eastern studies – Princeton UP, University of Hawai‘I Press
- Anthropology and cultural studies – Upenn Press, University of California Press
- Arabic and Islamic studies – Gorgias PRESS, Gütersloher Verlagshaus
- Art & architecture – Columbia UP, DETAIL, University of Chicago Press, Yale UP
- Asian studies – Amsterdam UP, ISEAS, University of Hawai‘I Press
- Bilingualism – Multilingual Matters
- Biology and chemistry – Vincentz Network
Top subject areas continued

- Business and economics – Princeton UP, ISEAS
- Film and performance studies – Columbia UP, Transcript, Amsterdam UP, Rutgers UP
- Geography – Columbia UP
- History – Harvard UP, Amsterdam UP, Upenn Press
- Health and medicine – Rutgers UP, Yale UP, Harvard UP, Vincentz
- Jewish studies – Princeton UP, Gorgias Press, Gütersloher Verlagshaus
- Language acquisition – University of Toronto Press, Multilingual Matters
- Linguistics – Multilingual Matters, Gorgias Press, Amsterdam UP
Top subject areas continued

- Literary studies and theory – Columbia UP, Transcript, University of Hawai’I Press
- Mathematics – Princeton UP, University of Chicago press
- Media studies – Columbia UP, Transcript, Amsterdam UP
- Middle eastern studies – Columbia UP, Cornell UP, University of California Press, Gorgias Press
- Philosophy – Princeton UP, University of Chicago Press
- Physics and astronomy – Princeton UP
- Political science – Cornell UP, Princeton UP, University of Chicago Press
- Religious studies and theology – Gütersloher Verlagshaus, Gorgias Press
Top subject areas continued

- Romance studies – Iberoamericana Vervuert, University of Toronto Press
- Sociology and urban studies - University of Pennsylvania Press, Transcript
- Spanish and Latin American studies – Iberoamericana Vervuert, University of California Press
- Urban studies – Transcript, Harvard UP, University of Toronto Press
EXERCISE 1: Linguistics

Linguistics eBook Collection 2019

De Gruyter Mouton and partners will publish 167 new titles in 2019 of which 105 are in English. Subject areas include Linguistic Analysis, Applied Linguistics, Romance Languages and Semiotics.

Both packages are discounted by 30% until 31st of December 2019. Pick and Choose discounts are also available up to 20% for 50+ titles.

<table>
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<tr>
<th>ISBN</th>
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EXERCISE 1: Linguistics (cont.)

Altogether ca 7200 titles in Linguistics and Semiotics

Facts & Figures:
- Approx. 90 new titles per year
- More than 3,500 backlist titles
- Cooperation with other publishers, e.g. Commercial Press Beijing, the American Psychological Association
- Portfolio complemented by programs of Publisher Partners, e.g. Multilingual Matters, Harvard University Press, University of Pennsylvania Press, University of Hawai'i Press, The Institute of Southeast Asian Studies Publishing
EXERCISE 2: Business & Economics

A growing portfolio of eBooks in Business and Economics, which includes content from Princeton University Press, University of Chicago Press, ISEAS Publishing and Columbia University Press. Our portfolio contains 92 new titles and ca 1,500 backlist titles, which are relevant not just for economics, but also for researchers in any related field.

Topics include;
1. Business Management
2. Human Resources, Labour Practice, Job and Career
3. Management Accounting, Financial Controlling, Cost Calculation, Investment
4. Corporate Governance
5. Mathematics
6. Political Economics
7. History of Economics
**EXERCISE 2: Business & Economics (cont.)**

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**eBook Series**

- Columbia Business School Publishing: 47
- Princeton Legacy Library: 131
- The Princeton Economic History of the Western World: 24
- National Bureau of Economic Research East Asia Seminar on Economics: 13
- Initiative for Policy Dialogue at Columbia: Challenges in Development and Globalization: 12

**Total**

337
EXERCISE 3: Mathematics

The De Gruyter mathematics program. De Gruyter is internationally-known and established as a publisher of mathematics. Our mathematics publishing program goes back almost two centuries, with the publication of the Journal für die reine und angewandte Mathematik (Crelle's Journal) among other classical monographs in mathematics. In the mathematics world, the De Gruyter name stands for tradition and quality.

Facts & Figures:
- Approx. 50 new titles each year
- Over 1,000 backlist titles
- Supplemented by titles from our Publisher Partner Princeton University Press

500+ books from Princeton UP
500+ books from De Gruyter
EXERCISE 3: Mathematics (cont.)

The books program. De Gruyter will publish over 50 books in mathematics in 2019

The monographs program is organized into several edited book series, with most of them being highly prestigious. Some highlights of such series include:

- De Gruyter Studies in Mathematics (71 volumes published)
- De Gruyter Expositions in Mathematics (66 volumes published)
- De Gruyter Studies in Mathematical Physics (53 volumes published)
- De Gruyter Series in Nonlinear Analysis and Applications (28 volumes published)
- Radon Series on Computational and Applied Mathematics (20 volumes published in collaboration with the Johann Radon Institute of the Austrian Academy of Sciences)
- De Gruyter Series in Logic and Its Applications (8 volumes published)
- De Gruyter Series in Discrete Mathematics and Applications (3 volumes published)
- De Gruyter Series in Mathematics and Life Sciences (4 volumes published)
- De Gruyter Series in Applied and Numerical Mathematics (3 volumes published)
- Fractional Calculus in Applied Sciences and Engineering (6 volumes published)
- Advances in Analysis and Geometry (1 title published)

Subject Areas:
- Pure mathematics
- Applied mathematics
- Stochastics
- Algebra and group theory
- Numerical analysis
- Statistics and mathematical economics
To wrap up...

• You pay far less
• You know what you pay for is in demand
• You can expand your collection dramatically for a period of months
• Your collection becomes more attractive for users

So...
• You pay for books that your patrons actually use and in addition get access to a large, diverse collection of high quality at relatively low cost
Thank you!

Jacek Lewinson
Area Sales Manager Eastern Europe

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M +48 502 603 290
jacek.lewinson@degruyter.com
www.degruyter.com

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Legal Form: GmbH

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