Transformative Agreements

Sharing experiences in negotiating RAP / PAR deals for smaller publishers

Rasmus Andersen
rasmus@accucoms.com
@rtodandersen
ACCUCOMS’ Experience
General Overview

- Current negotiation
- Global differences in OA appetite
Current negotiations

• Multi-publisher agreements requested by consortia

• Strategic alignment – Consortia and publishers
Global differences in OA appetite

- Interest in Western and Northern Europe
- Interest from Latin America
Observations

• Time-consuming negotiations
• Streamlining business models
• Regional uptake
Thank-you

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