

# **HARRASSOWITZ**

**Booksellers & Subscription Agents**

## **Halfway Open or Halfway Shut**

OA Hybrid Journals in  
Academia





# HARRASSOWITZ

## Booksellers & Subscription Agents

### Who we are:

- Privately held company in Germany
- Established in 1872
- 85% of business in US and Canada
- Service: Global for subscriptions, European for books & music scores
- Headquarters and operations located in Wiesbaden, Germany
- North American Library Services Office located in Mobile, Alabama



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### Results of Informal OA Survey



#### General

- How are OA resources changing your technical services / acquisitions workflow?
- What is the challenge? How are OA journals and e-books problematic for you?
- How do you evaluate and select OA resources for you patrons?
- Do you make them discoverable to your library patrons?

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### Results of Informal OA Survey

#### Specific services

- Should vendors keep track of OA resources in their databases (for HARRASSOWITZ : OttoSerials and OttoEditions)?
- Should OA resources be included in management reports including those providing usage statistics?
- Should OA resources be included in libraries' holdings transmitted to ERM knowledge bases?

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### Results of Informal OA Survey

#### Author Pay Related

- Do you provide support to authors for publications in OA journals (e.g. managing payments, tracking sources of funding, APC)?
- Do you keep track of rebates or discounts on subscriptions from publishers for author-paid articles?
- How could agents help in managing the payments and tracking and would you be willing to pay for this service?

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### Opportunities: Assistance to libraries

- Recording titles in vendor databases
- Providing management reports
  - Subject lists
  - Filtered lists of titles (full, hybrid OA)
  - Usage statistics reports
- Assistance in managing author payments and tracking sources of APCs
- Tracking discounts and rebates
- Providing support in marketing OA resources



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### Opportunities: Assistance to publishers

- Providing publisher related management reports
- Tracking and facilitation of APCs
- Marketing of OA resources to libraries
  - DeGruyter OA distribution model for libraries (<http://www.degruyter.com/openaccess>)
  - DFG – German Research Foundation (<http://www.dfg.de/en/>)
  - Knowledge Unlatched (<http://www.knowledgeunlatched.org/about/how-it-works/>)



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### What comes next?

- Close monitoring of OA
- Discussion with all involved partners
- Market research
- Exploring new business models





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## Booksellers & Subscription Agents

# Thank you!

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