



To: CRUE Negotiation Team  
Paris, 29<sup>th</sup> of January 2011

Dear CRUE-CSIC Negotiation Team,

Firstly, we would like to thank you for your continued efforts to extend our partnership, to ensure we keep providing access to global scientific output on ScienceDirect to your research community while providing unique support to your open access ambition. We also want to thank you for your email received the 28<sup>th</sup> of January 2021, outlining the conditions that will bring us to a final agreement.

We are very much confident this final proposal is in line with your expectations:

<i>Price adjustments</i>	<i>0%</i>	<i>2.75%</i>	<i>2.75%</i>	<i>2.75%</i>	
<b>Calendar Year</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>Total</b>
Total contract value K€	24,405	25,076	25,766	26,474	101,721
CRUE contribution to HOA drawdown pot	0	671	1,361	2,069	4,101
Elsevier contribution to HOA drawdown pot	13,721	14,706	15,436	17,093	60,957
Total APC drawdown Pot value available K€	13,721	15,377	16,797	19,163	65,058
Guaranteed HOA articles	5,576	6,248	6,825	7,787	26,436
OA %	58%	65%	71%	81%	

The key parameters of this agreement are the following:

- A 4-year contract which includes both publishing and reading access.
- The agreement applies to 59 CRUE members who retain the same reading access rights including retention of existing post termination access rights (PTAs)
- The opportunity to scale up open access publishing considerably, from 3% open access today up to 58% already in Year 1, reaching your goal of over 80% by 2024.
- Moderated annual price adjustments, which provide for Covid relief in Year 1 and which are in line with the price increases previously paid under our previous read-only contract.
- A commercial closing before mid of February 2021 that we will formalize first via a letter of intent (LOI) to start implementing our agreement while formalizing it.

You will note from the above that the total number of HOA articles included over the four-year period is 26,436, which is the highest number of articles we have supported to date, across all our transformative agreements. Using the weighted average APC for Spanish authors, this equates to over €65M in value – almost all of which is being subsidized by Elsevier’s contribution to the drawdown pot. While we continue to reinforce the value of subscription access to our content, where our subscription articles are growing in both volume (over 5% growth each year on average between 2016 and 2020) and quality each year, we know that it is important for CRUE to see that a higher proportion of the contract value is directed to publishing instead of reading. While Elsevier may see this differently given our strong reading value, CRUE may wish to view 60% of the total contract value as being directed to publishing, via the APC drawdown pot.

We also want to take this opportunity to provide you with some important components of our offer:

#### Article numbers

- Our agreement will support CRUE members in reaching 81% open access over four years, based on CRUE's output of 9,613 articles in Core hybrid journals. This denominator has been used across each year of the agreement as CRUE's article output in these journals has remained steady over the last four years.

#### Drawdown pot mechanism

- The agreement will work based on a drawdown pot in Euro value for APCs. When Spanish authors choose to publish open access in eligible journals, we will deduct the APC price from the drawdown pot to enable the author to publish at no additional cost.
- To offer CRUE additional price protection, we will guarantee the number of articles included per year. This means that when the drawdown pot is used up, we will continue to publish open access articles until we reach the number of articles guaranteed for that year. Once the APC drawdown pot has been used up and the agreed number of articles have been used, authors will be asked to pay the APC.
- To reflect risk sharing for both parties, the drawdown must be used in its allocated year and cannot be carried over if unused.

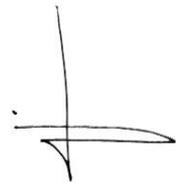
#### Eligibility

- Elsevier will use acceptance date to determine the eligibility of an article. This means that Spanish corresponding authors affiliated to a participating CRUE institution must have their article accepted between 1<sup>st</sup> Jan 2021 and 31<sup>st</sup> December 2024 to be eligible for the agreement.
- All Spanish corresponding authors affiliated to a participating CRUE institution will be able to choose open access under our agreement when publishing in Elsevier's Core hybrid journals that are part of the Freedom Collection. Where individual institutions hold additional subscriptions to Core hybrid journals outside of the Freedom Collection, their authors will also be able to publish in these journals as well.
- For the avoidance of doubt, The Lancet, Cell Press and fully gold journals are not eligible for OA publishing under the terms of our agreement.
- The following peer reviewed, primary research article types are covered by the agreement:
  - Full length articles
  - Review articles
  - Short communications
  - Case reports
  - Short reviews
  - Original software publications
  - Data articles
  - Micro-articles
  - Protocols
  - Replications studies
  - Videos

In order to allow Spanish authors to start publishing under the agreement as early as possible we suggest arranging a training session on the Elsevier Open Access Platform (EOAP) as soon as is viable. The EOAP offers a dashboard to the consortium and its members to provide visibility and reporting of open access publishing under the agreement.

Feel free to reach out to us in case you would have any further queries. I look forward to a successful completion of the renewal discussions and to the continuation of our long-term partnership.

Yours faithfully,



**William Rubens**  
Director South Europe  
Elsevier Research solutions

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