\*\*\*\*PLEASE DO NOT SHARE Beyond the ARL Library Community\*\*\*\*

Date: November 12, 2014

To: ARL Collection Development Contacts

From: Celeste Feather, ARL Licensing Initiative Program Manager, LYRASIS

Re: Project MUSE/UPCC Ebook Collections Special Offers, Winter 2014-15

Project MUSE recently announced the launch of their 2015 ebook collections, and we have once again negotiated some limited term offers for large research libraries through the ARL Licensing Initiative. We have had a lasting influence on the way that Project MUSE works with the presses to price this ebook content, and our favorable license terms for these ebooks collections are still in effect.

The 2015 offers from Project MUSE align closely with the offers negotiated for the 2012-14 collections in terms of cost per title. The entire package of content from Project MUSE in the new 2015 offer is priced around $10.00 per title, and any library that has already purchased the entire MUSE ebook content in prior years will be able to get all additional titles that arrive at MUSE in 2015 (regardless of publication year) at the rate of $10.00 per title. The cost for the package of 2015 publication year content is around $24.00 per title, comparable to the cost for the current year titles in the last 3 MUSE offers. The detailed pricing spreadsheet is attached and available at <http://bit.ly/2015MUSEARLPricing>.

The special offers for the Project MUSE/UPCC ebook collections in 2015 are shown in the table on the following page. All of them apply to MUSE Pricing Tiers 4 and 5 which includes all of the ARL academic members. Offers #3-5 benefit ARL special and public library members. Collections not included in these special offers will be offered at normal consortial discounted pricing.

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| **Offer** | **Offer Deadline** | **Price\*\*** | **Cost per Title** |
| **1. "ALL BOOKS at MUSE 2015" Special Offer:** One-Time Purchase including over 37,500 books. Set includes 25,790 titles published before 2012, 8754 titles from 2012-2014, and 2994 new titles for 2015 | October 1, 2015 | **$377,051** | **$10** |
| **2. "Top-Off for 2015" Special Offer**: Over 8000 titles for the purchasers of the 2014 ALL BOOKS at MUSE collection | October 1, 2015 | **$80,463** | **$10** |
| **3. "Early Purchase Offer on 2015 Collections for Libraries That Purchased in 2014" Special Offer:** 20% discount on 2015 Complete, or 15% discount on any 2015 Subject or Area Studies | March 31, 2015 | **15-20% off tiered price** | **Varies** |
| **4. "2013-2015 Complete Bundle" Special Offer**: 20% off the purchase of all 9,067 titles from 2013-2015 | March 31, 2015 | **20% off tiered price** | **Varies** |
| **5. "2013-2015 Subject or Area Studies Bundle" Special Offer:** 15% off the bundled purchase of Subject or Area Studies collections from 2013-2015 | March 31, 2015 | **15% off tiered price** | **Varies** |

**\*\*LYRASIS will apply a 5% administrative fee on purchases from libraries that have not yet participated in the ARL/LYRASIS Project MUSE Ebook group, and a 4% administrative fee on purchases from libraries that have participated in the group in prior years. As we are now in the 4th year of the Project MUSE ebook offer, the admin fees for all will be lowered if the total amount of orders exceeds $2 million.**

The full package of ebook content at MUSE in 2015 is available at the lowest cost per title in **Offer #1**, and this offer extends throughout the entire next sales cycle until **October 1, 2015**.

Of special note is **Offer #2** for the libraries that have purchased all of the ebooks at Project MUSE through 2014. These libraries are being offered a special opportunity to acquire all of the new content at MUSE in 2015 by **October 1, 2015** for a cost of around $9.00 per title. In addition to content with 2015 publication dates, this content includes all of the pre-2015 content that MUSE has added to its collection through the addition of new publisher partners after the 2014 collections were sold.

The collections with 2015 publication year content are available in **Offer #3 for those libraries that made purchases in 2014** at special Early Purchase rates through **March 31, 2015.**

**Offers #4-5 are new for 2015,** and are attractive to libraries across all MUSE pricing tiers. The purchase of bundled content from 2013-2015 will receive a 20% discount for the Complete 2013-2015 collections, or a 15% discount off list for the Subject or Area Studies collections. This is the first year a special offer from MUSE has been extended to pricing tiers for smaller institutions under the ARL Licensing Initiative.

MUSE has offered to custom quote an amount to upgrade to the full collection of books at MUSE in 2015 for those libraries that made selective collection purchases in earlier years.

Publishers that are now working with MUSE are listed at <http://muse.jhu.edu/about/UPCC.html>. Title lists through 2014 are available at <http://muse.jhu.edu/about/order/book_title_lists.html>. 2015 title lists are forthcoming. Subject and area studies collections include:

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| African Studies | Higher Education | Philosophy and Religion |
| American Studies | History | Poetry, Fiction, and Creative NonFiction |
| Archeology and Anthropology | Jewish Studies | Political Science and Policy Studies |
| Asian and Pacific Studies | Language and Linguistics | Psychology |
| Classics | Latin American and Caribbean Studies | Russian and East European Studies  |
| Ecology and Evolution | Literature | U.S. Regional Studies - Midwest |
| Film Theater and Performing Arts | Middle Eastern Studies | U.S. Regional Studies - New Eng. & Mid Atlantic |
| Global Cultural Studies | Native American and Indigenous Studies |  U.S. Regional Studies - South |
|  |  |  U.S. Regional Studies - West |

Part of the work of the ARL Licensing Initiative is to address concerns about collection overlap. In 2015 there is likely to be more overlap of content between Project MUSE ebooks and UPSO ebooks due to the growing number of presses with substantial content at both sites. The presses at both MUSE and UPSO to be carefully considered regarding overlap are:

* University of California Press
* University Press of Florida
* Fordham University Press
* Hong Kong University Press
* University Press of Kentucky
* University Press of Mississippi
* MIT Press
* University of North Carolina Press

In 2014, for example a title list comparison between UPSO and MUSE for these publishers shows 128 titles at UPSO and 385 titles at MUSE. UPSO and MUSE have different criteria for inclusion, so this fact accounts for some of the difference. MUSE collections contain some edited compilations, small reference works, poetry, and a few other types of content that are not, strictly speaking, scholarly monographs. Oxford takes a slightly more narrow approach for UPSO content and focuses primarily on scholarly monographs. Of the 128 titles at UPSO from these publishers in 2014, 83 of them are also in the MUSE 2014 collection.

There is likely to be overlap in content between MUSE and De Gruyter Online for 2015, as two presses are joining the De Gruyter platform that also have content at MUSE: Princeton University Press and University of Pennsylvania Press. At this time, however, I do not have any information about the degree of overlapping content at the two hosting sites.

The [group license](http://bit.ly/STBRZh) that LYRASIS/ARL negotiated in 2012 will still govern purchases of the MUSE/UPCC ebook collections in 2015. All libraries purchasing Project MUSE/UPCC ebook content through LYRASIS will be covered by the terms of this agreement. LYRASIS will be responsible for obtaining each institution’s agreement to abide by the terms of this central license, which we will do as part of the routine ordering process. The license document has intentionally been written to transcend state and U.S/Canadian boundaries. We recognize that legal offices at some institutions will require state-specific language, and we can facilitate amendments of this type to the central license when absolutely necessary.

You may be aware that ARL and LYRASIS designated staff are able to analyze usage data for the libraries that purchase through LYRASIS and are included in this central license agreement. I am pleased to report that we have already used this data successfully in our continued negotiations with Project MUSE.

I will be glad to work with you if you wish to order MUSE ebooks under the terms of these Special Offers, as I know there will be a need for ongoing conversations.

If you wish to order MUSE ebook collections that **are not** part of these Special Offers, please contact **LYRASIS Member Support** at membersupport@lyrasis.org. A LYRASIS staff member will contact you to finalize the order.

Please let me know if you have any questions (celeste.feather@lyrasis.org, 800-999-8558, ext. 2954), and I look forward to working with you in 2015.



Useful links:

[ARL Pricing Spreadsheet](http://bit.ly/2015MUSEARLPricing)

[UPCC eBooks at Project MUSE](http://muse.jhu.edu/about/UPCC.html)

[MARC Records](http://muse.jhu.edu/about/librarians/marc_records.html)

[Project MUSE/UPCC eBooks FAQ](http://muse.jhu.edu/about/faq_books.html)

[Collection Title Lists](http://muse.jhu.edu/about/order/book_title_lists.html) (updated each month)

[LYRASIS Central License with Project MUSE](http://bit.ly/STBRZh)