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

Date: November 19, 2015

To: ARL Collection Development Contacts

From: Sharla Lair, Licensing Program Strategist, LYRASIS

Re: Project MUSE/UPCC Ebook Collections Special Offers, Winter 2015-16

Project MUSE recently announced the launch of their 2016 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.

By the end of 2016, there will be nearly 45,000 ebooks on MUSE, from over 100 distinguished scholarly presses. New presses contributing books for the first time in 2016 include Cubanabooks, the University of Utah Press, the University of British Columbia Press, and SEAP Publications (Southeast Asia Program Publications, Cornell University).

Each year, MUSE releases a new set of book collections including subject-based and area studies collections, a complete collection of the forthcoming titles anticipated to be released on the platform in the upcoming year, and supplements to our previously released collections. This year, MUSE also has two new special content sets, joining last year's exclusive release of the complete 50-volume set of Karl Marx and Frederick Engels: Collected Works from Lawrence & Wishart. In 2016, MUSE will make available the Dietrich Bonhoeffer Works, from Fortress Press, along with The Booker T. Washington Papers, from the University of Illinois Press.

The 2016 offers from Project MUSE align closely with the offers negotiated for the 2014 - 2016 collections in terms of cost per title. Any ARL 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 2016 (known as the “Top-off” collection), regardless of publication year at the average rate of $15.00 per title. The average per title cost for the 2016 Top-off Collection has increased from $10.00 in earlier years to $15.00 because this year’s collection contains a higher percentage of frontlist titles than earlier Top-off Collections. The cost for the package of 2016 publication year content in the 2016 Complete Collection is around $25.00 per title, comparable to the cost for the current year titles in the last three MUSE offers. The detailed pricing spreadsheet is attached and available at <http://bit.ly/2016musearlpricing>.

The entire package of all ebook content from Project MUSE in 2016 (~45,000 titles) is priced at $10.00 per title, with a total content cost of $449,794. Please let me know if you are considering this major purchase before October 15, 2016.

The special offers for the Project MUSE/UPCC ebook collections in 2016 are shown in the table below. All of them apply to MUSE Pricing Tiers 4 and 5 which includes all of the ARL academic members. Offers #3 and #4 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 2016" Special Offer:** One-Time Purchase including nearly 45,000 books. Set includes 31,952 titles published before 2013, 9,248 titles from 2013-2015, and 3,049 new titles for 2016 | October 15, 2016 | **$449,794** | **$10** |
| **2. "Top-Off for 2016" Special Offer**: Over 6,800 titles for the purchasers of the 2015 ALL BOOKS at MUSE collection | October 15, 2016 | **$103,082** | **$15** |
| **3. "Early Purchase Offer on MUSE/UPCC 2016 Collections” Special Offer:** 15% discount on 2016 Complete, or 12.5% discount on any 2016 Subject or Area Studies | February 29, 2016 | **12.5%-15% off tiered price** | **Varies** |
| **4. "Early Bird Bundle Offer for 2014 – 2016 UPCC Collections”**: 20% off the purchase of all 9,176 titles from 2014-2016; 15% off Subject or Area Studies collection bundles | February 29, 2016 | **15% - 20% 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 5th year of the Project MUSE ebook offer, the admin fees for all will be lowered if the total amount of annual 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 15, 2016**.

Of special note is **Offer #2** for the libraries that have purchased all of the ebooks at Project MUSE through 2015. These libraries are being offered a special opportunity to acquire all of the new content at MUSE in 2016 by **October 15, 2016** for a cost of around $15.00 per title. In addition to content with 2016 publication dates, this content includes all of the pre-2016 content that MUSE has added to its collection through the addition of new publisher partners after the 2015 collections were sold.

The collections with 2016 publication year content are available in **Offer #3** at special Early Purchase rates through **February 29, 2016.**

With **Offer #4** 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.

MUSE has offered to custom quote an amount to upgrade to the full collection of books at MUSE in 2016 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 2016 are available at <https://muse.jhu.edu/cgi-bin/book_title_list_html.cgi>.

Subject and area studies collections include:

|  |  |  |
| --- | --- | --- |
| African Studies | History | Poetry, Fiction, and Creative Non-Fiction |
| American Studies | Jewish Studies | Political Science and Policy Studies |
| Archeology and Anthropology | Language and Linguistics | Psychology |
| Asian and Pacific Studies | 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 |
| Higher Education | Philosophy and Religion | U.S. Regional Studies - West |

Part of the work of the ARL Licensing Initiative is to address concerns about collection overlap. 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
* The University of Minnesota Press
* University Press of Mississippi
* MIT Press
* University of North Carolina Press

In 2015, for example a title list comparison between MUSE and UPSO for these publishers shows 62 titles at UPSO and 485 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 62 titles at UPSO from these publishers in 2015, 50 of them are also in the MUSE 2015 collection.

There is also likely to be overlap in content between MUSE and De Gruyter Online for 2016. The presses at both MUSE and De Gruyter to be carefully considered for overlap are:

* Princeton University Press
* University of Pennsylvania Press

The [group license](http://bit.ly/STBRZh) that LYRASIS/ARL negotiated in 2012 will still govern purchases of the MUSE/UPCC ebook collections in 2016. 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.

I will be happy 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](mailto:membersupport@lyrasis.org). A LYRASIS staff member will contact you to finalize the order.

Please let me know if you have any questions ([sharla.lair@lyrasis.org](mailto:sharla.lair@lyrasis.org), 800-999-8558, ext. 2902), and I look forward to working with you in 2016.

Thanks,

Sharla Lair

Useful links:

[ARL Pricing Spreadsheet](http://bit.ly/2016musearlpricing)

[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/cgi-bin/book_title_list_html.cgi) (updated each month)

[Upcoming New Titles and Collection Updates](https://muse.jhu.edu/about/upcoming.html)

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