



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

October 25, 2016

To: ARL Collection Development Contacts  
From: Sharla Lair, Licensing Program Strategist, LYRASILS  
Re: 2017 University Press Scholarship Online Offer from Oxford University Press

**Offer Summary**

LYRASILS' offer from Oxford University Press for the ebook content at their [University Press Scholarship Online \(UPSO\)](#) site includes content they have loaded at the site from 2014-2016 and the forthcoming content that will be loaded in 2017. All participants will receive at least 25% off the list price. New for this year, an additional 5% discount will be applied on all orders placed by December 15, 2016.

**Content**

The UPSO offer provides many flexible opportunities for purchasing content with perpetual access by year, subject, and publisher. One key point of which everyone should be aware is that the years of content at UPSO (i.e. 2014-2017) are not an exact match to the publication years of the titles. Oxford uploads new Oxford Scholarship Online content to UPSO on a monthly basis, and content from partner presses three times a year. The uploads generally contain content published in that same year, but a small amount of the content will be older. OUP reports that they add this older content in answer to requests by libraries for specific titles. Also, when a new partner press joins UPSO, the first upload of content from that press will contain all of the backlist volumes that the press wants to host at UPSO regardless of the year of publication. The subsequent uploads from that press will contain mostly content that is published in the current year. In recognition of the priority placed on new titles, OUP reduces the cost of older titles by 20% when they set the list price for each collection. All of LYRASILS' group discounts will be off that already reduced cost for the older titles in the 2014-2017 uploads.

UPSO offers 31 subject collections:

- |                            |                        |                            |
|----------------------------|------------------------|----------------------------|
| Anthropology               | Environmental Science  | Philosophy                 |
| Archaeology                | Film, Television/Radio | Physics                    |
| Architecture               | History                | Political Science          |
| Art                        | Information Science    | Psychology                 |
| Biology                    | Law                    | Public Health/Epidemiology |
| Business & Management      | Linguistics            | Religion                   |
| Classical Studies          | Literature             | Social Work                |
| Computer Science           | Mathematics            | Society/Culture            |
| Earth Sciences & Geography | Music                  | Sociology                  |
| Economics and Finance      | Neuroscience           |                            |

University presses that currently participate in UPSO are:

American University in Cairo Press	Policy Press (UK)
British Academy Press	Stanford University Press
Columbia University Press	University of California Press
Cornell University Press <b>(NEW)</b>	University of Chicago Press
Edinburgh University Press (UK)	University of Hawai'i Press <b>(November 2016)</b>
Fordham University Press	University of Minnesota Press
Hong Kong University Press	University of North Carolina Press
Liverpool University Press (UK)	University Press of Florida
Manchester University Press (UK)	University Press of Kentucky
MIT Press	University Press of Mississippi
New York University Press <b>(NEW)</b>	Yale University Press
Oxford University Press	

The presses at both Project MUSE and UPSO to be carefully considered regarding overlap are:

- Cornell University Press
- Fordham University Press
- Hong Kong University Press
- New York University Press
- The MIT Press
- The University of Minnesota Press
- University of California Press
- University of Hawai'i Press
- University of North Carolina Press
- University Press of Florida
- University Press of Kentucky
- University Press of Mississippi

### **Pricing**

There are 5 pricing tiers in this UPSO offer, based on library type and FTE counts. ARL libraries are represented in each tier.

In previous years, a participation-based discount was available. New for this year, an additional 5% discount will apply on any UPSO content that is purchased by **December 15, 2016**.

All of the pricing details are set forth in the spreadsheet located at [http://bit.ly/2017UPSO\\_Pricing](http://bit.ly/2017UPSO_Pricing).

Please note that a 5% administrative fee will apply to all orders from libraries that are new participants in the UPSO Central License. For returning libraries, the administrative fee will be 4%.

### **License**

LYRASIS has signed a [central license](#) with Oxford University Press. All libraries purchasing UPSO 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. 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. **If you have local requirements that necessitate a special amendment to the central license and believe that you will be making a purchase, please let me know as soon as possible so that we can reach resolution for each special circumstance.**

## Action Items

1. Determine collections of interest.
2. Review the [UPS0 Pricing Spreadsheet](#).
  - a. As a reminder, a 5% administrative fee as negotiated between ARL and LYRAsIS will apply to all orders from libraries that are new participants in the UPS0 license.
  - b. For returning libraries, the administrative fee will be 4%.
  - c. If we reach a total order amount of \$2 million, then the % fee will start to decline.
3. Review the [LYRAsIS Central License for UPS0](#) and be prepared to agree to abide by the terms of this license at the point of an actual order.
  - a. If you already agreed to this license in a previous year, nothing further is needed.
  - b. If amendments are needed to specify state law in the case of public institutions, contact me ([sharla.lair@lyrasis.org](mailto:sharla.lair@lyrasis.org)) so that we have time to facilitate those amendments.

I will be glad to address any questions ([sharla.lair@lyrasis.org](mailto:sharla.lair@lyrasis.org), 800-999-8558, ext. 2902), and I look forward to working with you this year.

Sharla

Useful links:

[UPS0 2014-2017 ebook collection pricing](#)

[UPS0 Complete Title List](#)

[LYRAsIS ARL central license with Oxford for UPS0](#)

[University Press Scholarship Online](#)