

Consortial Agreements with OCLS

OCLS often works with e-resource vendors to develop mutually beneficial consortial agreements that maximise the benefits of collective procurement. This document provides an introduction for vendors to OCLS's standards for consortial agreements.

A consortial agreement is not required to support an individual college's e-resource acquisition. For general information about working with the eResource Management service, see [Information for eResource Vendors](#).

For more information, please contact info@ocls.ca.

Benefits to Vendors

A consortial agreement with OCLS is a partnership that benefits all parties involved. OCLS's role is to streamline and add value to the vendor-customer relationship wherever possible. Benefits for vendors include:

- Efficient licensing process
- Efficient setup and invoicing for new subscriptions
- Reduced administrative time
- Streamlined customer communications through the consortium
- Streamlined invoicing and payment
- Streamlined renewal workflows

Communications

To streamline our communications with you, we strongly prefer working with a single account representative. There will also be a primary OCLS contact handling your account.

When a consortial relationship has been established, OCLS acts as central liaison between the vendor and the college libraries, which streamlines communications and reduces overhead for all parties.

Vitally, we ask that vendors:

- Send all renewal and new offer details to OCLS, to avoid confusing the college libraries who rely on us for these acquisition services
- Send all product updates to OCLS so that we can highlight information pertinent to our members and coordinate next steps, if applicable

Product Expectations

The colleges strongly prefer online resources that meet the following industry standards:

- Anonymous IP access
- EZproxy compatibility (SAML 2.0 SSO may be supportable in some cases)
- Unlimited concurrent access (no “seats”)
- COUNTER-compliant usage stats
- MARC records
- Comprehensive title lists, if applicable
- Permalinks/durable URLs (title-level stable links)
- Integration with Ex Libris Alma/Primo

In many cases, these standards are requirements for acquisition because they are essential for academic users. Additionally, resources which require non-standard setup and maintenance incur labour costs for the libraries which represent a natural impediment to acquisition.

Pricing Expectations

In exchange for the many benefits afforded to the vendor through a consortial agreement with OCLS, we expect more favourable pricing terms than would otherwise be offered to the Ontario colleges.

OCLS and the colleges also expect a fair and transparent pricing model with the following features:

- Distinction is made between colleges and universities
- Distinction is made between institutions of different sizes (FTE)
- Prospective institutions can see what price they would pay
- Subscribing institutions can see the reason for their price
- Renewal increases from year to year, should there be any, are low and predictable

Although every consortial agreement is different, OCLS's agreements typically include a price model based on a \$/FTE rate or FTE tiers, and a discount that increases as participation increases.

As part of our negotiations, OCLS can work with the vendor to develop a fair and transparent pricing model suitable for the college library market.

Existing subscribers

OCLS expects that existing subscribers are included in new consortial agreements.

To facilitate the agreement, a common renewal date will be established for the consortium, and existing subscriptions will be prorated to align with that date upon their next renewal.

Existing subscribers will also be priced under the consortial price model including any applicable discounts, except where they currently pay a lower rate than can be offered to new customers. In that case, we expect the existing subscribers' customer loyalty will be honoured with legacy pricing. If the agreement includes a participation-based discount, existing subscribers will be included in the participation count even if they are not subject to the discount itself.

Licensing Expectations

The consortial licence should be offered to all Ontario colleges, including those with existing independent agreements with the vendor.

Licence negotiation is an expected part of the development of a new consortial agreement. While OCLS strongly prefers the use of our model licence, we can also use the vendor's standard licence as a basis for negotiations.

OCLS's model licence was developed to meet the colleges' unique requirements and licensing priorities, and to reflect industry standards for academic licensing. We encourage all vendors interested in working with OCLS to review our model licence. Our model licence is available for download on [Information for eResource Vendors](#) on the OCLS website.

OCLS negotiates and signs e-resource licences as an authorised representative and signatory for participating colleges.

Baseline expectations

OCLS does not handle resources with auto-renewal clauses. All subscriptions must be licensed to expire at the end of the subscription period unless both parties (OCLS and the vendor) have agreed to renew.

We expect that standard academic uses are outlined explicitly in the licence.

We require that governing law and jurisdiction be that of Ontario, Canada. Moreover, fair dealing exceptions should be explicitly permitted in the licence. The licence should also allow for the altering of licensed material to comply with the Accessibility for Ontarians with Disabilities Act.

Please review the OCLS Model Licence for the list of expected clauses in full. Our model licence is available for download on [Information for eResource Vendors](#) on the OCLS website.