

NEGOTIATING MASS DIGITIZATION AGREEMENTS

A BRIEFING SESSION SPONSORED BY THE SCHOLARLY
COMMUNICATION STEERING COMMITTEE

WEDNESDAY, MAY 23, 2007

2:00–3:00 P.M. • WATERMAN ROOM

Convener:

James Neal, Vice President for Information Services and University Librarian,
Columbia University

Presenter:

Rick Johnson, Senior Advisor, Association of Research Libraries

Respondents:

Alice Prochaska, University Librarian, Yale University

Brian E. C. Schottlaender, University Librarian, University of California, San Diego

Background

Since the first Google book digitization deals in late 2004, a growing number of research institutions encounter opportunities to enter into agreements that carry out into the world the collections their libraries have built and nurtured.

Given the growing base of experience in framing such agreements—and the prospect of more agreements to come—now is a good time to consider the issues of practice and principle that surround contracts specifying how library collections can be exploited by other parties.

The objectives of individual institutions are best served when all are negotiating vigorously for agreements that maximize the full potential of networked digital libraries. Vital community-wide interests are at stake in the negotiations and present legitimate objectives for applying available leverage. The obligation to advance those interests is of significance for public and private institutions alike.

To aid institutions in their negotiations and give weight to their positions, ARL commissioned development of a checklist of practical and strategic interests against which potential agreement terms can be evaluated. This session reviews these criteria and offers an opportunity for discussion of the underlying issues.

Attachment:

Negotiation Checklist [excerpt from “In Google’s Broad Wake: Taking Responsibility for Shaping the Global Digital Library,” by Richard K. Johnson. See <http://www.arl.org/resources/pubs/br/br250.shtml>]