“It’s a Movement, Not a Club”: TOME in the Growing Landscape of Open Monograph Publishing

TOME Meeting
July 22, 2019
Washington, DC
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Meeting Planning Committee

Meredith Asbury, AAU
Peter Berkery, AUPresses
Ryan Bock, AAU
Brenna McLaughlin, AUPresses
Katie Monroe, ARL
Peter Potter, Visiting Program Officer, ARL
Judy Ruttenberg, ARL
Jessica Sebeok, AAU

Report published by the Association of American Universities, Association of Research Libraries, and Association of University Presses

September 5, 2019
Meeting Goals

On July 22, 2019, the Association of American Universities (AAU), the Association of Research Libraries (ARL), and the Association of University Presses (AUPresses) jointly hosted a meeting in Washington, DC, of the TOME (Toward an Open Monograph Ecosystem) community. TOME is a pilot initiative of the three associations that supports the digital publication of peer-reviewed scholarly books by participating university presses, allowing the open-access (OA) publication of these works online and broadly improving access to these works by scholars and the public.

Jessica Sebeok of AAU welcomed meeting participants on behalf of the partner associations, and reviewed the meeting’s goal: to coalesce around actionable steps to grow the TOME initiative and maintain its momentum. Specifically, participants were asked to consider how the partner associations can:

- Add more institutions that commit to offering publication subventions
- Articulate what we accomplish by 2022 (Year 5 of the pilot)
- Address the equity issue by including authors whose institutions don’t have TOME or who aren’t associated with institutions at all
TOME Progress Report

Peter Potter, Virginia Tech and ARL Visiting Program Officer
Charles Watkinson, University of Michigan

TOME by the Numbers

- Cornell University became the 15th participating institution.
- 62 participating university presses—17 of these have either published TOME books or have TOME books under contract.
- 17 books published to date. These are published by: Duke University, University of California, Cornell University, Fordham University, University of Michigan, University of Minnesota, Ohio State University, Penn State University, and University of Washington.
- The 18th book was just added to the TOME Figshare site. It is published by SUNY Press.
- 23 more books in the queue for a total of 41 titles.

Fields Represented

History (5)
Performing Arts/Music (5)
English (5)
Media Studies (4)
Political Science (4)
Critical Theory (3)
Architecture (3)
Art History (3)
Anthropology (3)
Cultural Studies (2)
Performing Arts (2)
Science, Technology, and Society
Sociology
Religion
Education
Faculty

16 assistant professors
12 associate professors
11 full professor
1 adjunct professor

Administration & Funding

TOME is funded and administered differently in the 15 participating TOME institutions.

Funding
Library 5
Provost 4
Combination of Library and Provost 6
External 1 (Emory University is using Mellon funding)

Administration
Library 8
Library + Provost 5
Academic unit 2

In most cases the funding is coming from either the library or the provost. When it comes to administering the program, however, the library is generally taking the lead.
The First Four Books

A COLONIAL AFFAIR by Danna Agmon
Cornell University Press (CUP)
Published March 2018

Stats for OA edition:
918 book downloads
- 336 Kindle
- 272 Author's institutional website
- 252 Publisher website (210 PDF / 42 EPUB)
- 58 TOME Figshare

113 chapter downloads
- 113 JSTOR (120 views)
- N/A Project MUSE

Sales for print edition:
- 143 cloth Year 1 (compare to 281 average Year 1 sales for CUP European history cloth titles)
- 226 cloth LTD

ONTLOGICAL TERROR by Calvin Warren
Duke University Press
Published April 2018

Stats for OA edition:
662 book downloads
- 607 OAPEN
- 55 TOME Figshare
- N/A Author's institutional website

N/A chapter downloads:
- N/A JSTOR
- N/A Project MUSE
Sales for print edition:
- 38 cloth
- 1,211 paperback

**GAMING THE STAGE by Gina Bloom**
*University of Michigan Press (UMP)*
*Published July 2018*

Stats for OA edition:
316 book downloads
- 132 UMP Ebook Collection
- 126 Author’s institutional website
- 58 TOME Figshare

483 chapter downloads
- 272 JSTOR (605 views)
- 211 Project MUSE

Sales for print edition:
- 25 cloth
- 161 paperback

**MOLECULAR FEMINISMS by Deboleena Roy**
*University of Washington Press*
*Published November 2018*

Stats for OA edition:
447 book downloads
- 323 Author’s institutional website
- 109 OAPEN (26 countries)
- 15 TOME Figshare

249 chapter downloads
- 249 JSTOR (295 views)
- N/A Project MUSE
Sales for print edition:

- 332 cloth/paper (compare to other books in same series: 259 [F16], 312 [F17], 915 [F17], 258 [S18])

Conclusions

- Early download figures are encouraging, especially considering that the books are not yet systematically making their way into JSTOR, Project MUSE, OAPEN, HathiTrust, etc. Publishers are all still working out their procedures for this.
- Some providers like JSTOR and OAPEN are providing publishers with information on country and institution of downloads. So far, the data is encouraging—for example, *A Colonial Affair* has been downloaded in 22 countries.
- Questions remain regarding libraries finding and buying TOME books. It is not clear how many of the reported sales are library acquisitions, and understanding the sales volume is complicated by the fact that libraries might not know an OA edition is available at the time they purchase the book through an approval plan. Showing both for-sale and OA editions (at the same time) in the metadata will enable us to study these purchasing behaviors.
- Thus far we have no indication that the OA edition is affecting print sales. The partner associations should track list price and sales income over time to determine whether the OA edition will have a downward pressure (or no pressure) on publishers’ income.
- In 2020, TOME will have much more data, from which we’ll be able to draw more conclusions.

Website

Peter Potter gave a progress report on the forthcoming website: [www.openmonographs.org](http://www.openmonographs.org). ARL is working with Yippa, a company that has a track record of designing websites for nonprofit organizations. A key characteristic of the new site will be that it is designed to reach multiple audiences: authors, librarians, publishers, and university administrators. The website will go live in September 2019.
Impact Assessment

Charles Watkinson provided an overview of the TOME Referatory, which is being built in partnership with Digital Science and Figshare. Through its integration with Altmetric, the site is a laboratory for discovering more about usage and citations of the TOME works.

Purpose of the Referatory

1. Track and showcase titles published on a TOME-branded site, while referring to publisher and institutional versions.
2. Ensure that OA editions of the TOME monographs are discoverable through search engines and open science frameworks.
3. Track public engagement with published TOME books, including policy mentions, inclusion in open syllabi, news coverage, and social media discussion via Altmetric and citations via Digital Science Dimensions.

Demonstrating impact of open monographs is crucial but there are practical challenges, as described in the 2019 Digital Science report, *The State of Open Monographs*.

Some of those challenges, and opportunities for further work include:

- Usage data are spread across multiple platforms, with different levels of sharing.
- Varying tracking practices make comparison difficult, (chapter vs. book, for example).
- Inconsistency in assigning ISBNs and DOIs makes version control difficult.
- Lack of understanding of what data different stakeholders might want.
- Concerns about inappropriate metricization of humanities scholarship.
TOME should track and support other projects with the same challenges, including:

- The Book Industry Study Group—see the white paper *Exploring Open Access Ebook Usage*.
- *HuMetricsHSS*
- HIRMEOS / OPERAS metrics work package
- Community-led Open Publication Infrastructures for Monographs (COPIM), just funded in the UK by *UKRI*
- Knowledge Unlatched (KU) *Open Research Library* and *Open Analytics*
SUNY Press

Donna Dixon


SUNY Press’s participation in TOME is part of a larger commitment on the part of the SUNY system to support open access, following a faculty senate resolution. The SUNY system is also supporting the creation of open educational resources (OERs). The University at Buffalo is the only SUNY campus thus far to join TOME as a participating institution.

For Errol Henderson’s book, the press consulted the AUPresses Monograph Costing Tool to see how costs compared. SUNY’s direct costs (for example, acquisitions, editorial, production) were around $6,200, exclusive of staff overhead and non-title specific marketing efforts. Important to the author, TOME enabled SUNY to issue a paperback at an affordable price.

Next steps:

- Press release and social media marketing
- Carry out standard marketing and conference plans
- Move up paperback release to January 2020
- Review board-approved and board-ready pipeline for TOME prospects
- Develop production and distribution workflow add-ons for future projects
- Metrics
Johns Hopkins University Press

Barbara Kline Pope

Johns Hopkins University Press (JHUP) has not published a TOME book yet but the press began experimenting a while ago with converting backlist books to OA and in 2018 announced the launch of Hopkins Open Publishing with funding from the Andrew W. Mellon Foundation. Hopkins Open is built on Project MUSE’s newly designed platform for offering OA books in browser-native HTML5 format, with enhanced functionality.

Three general observations based on experience from National Academies Press and JHUP:

1. **Open publishing revives press archives (backlisted titles).**
   JHUP first experimented with open-access monographs by releasing OA editions of 98 selected backlist books (specifically, older books that no longer sell many print copies). Early results: the impact on sales has been modest, and in some cases sales income has actually increased. Meanwhile, usage numbers for the OA editions are encouraging.

2. **Open publishing is not free.**
   The book *Pandemics, Pills, and Politics*, published by JHUP in 2018, was released OA thanks to a subsidy of $12,000. Even with this subsidy, the P&L statement currently shows a loss of over $5,000.

3. **Open publishing drives engagement.**
   Early results from MUSE Open show OA books generating more overall engagement than gated books.

Takeaways:

1. Opening up **these kinds of books** to the world has a positive engagement effect.
2. Opening up **these kinds of books** to the world has no effect on sales overall.
3. We should find additional books like these to post on MUSE Open.
New Research Questions:

1. What’s the effect on engagement and sales on newer titles?
2. What sales and engagement trends could we expect from titles with brisker sales?

University of California Press
Erich van Rijn

The University of California (UC) Press publishes the Luminos OA monograph series on the Ubiquity platform. A number of TOME books have been published simultaneously as Luminos books.

Luminos background:

- Frontlist program—new books only
- Launched Fall 2015
- 72 titles published to date
- Distributed through website, Project MUSE, OAPEN, JSTOR, and Amazon (others upon request)
- Website launched in partnership with Ubiquity
  - Also handle production after copyediting
- Averaging 20 new titles per year

Luminos operates on a “share the pain” model, whereby books are funded through multiple sources. Baseline title publication costs = $15,000.

- Author’s institutional contribution (baseline $7,500)
- Library subsidy
- UC Press subsidy
- Revenue from print sales

Challenges for Luminos include the following:

1. Its back office system to process payment directly from authors is not developed, and instead is optimized for third-party payments.
2. The UC Press still gets questions about whether the Luminos, the
OA arm, is peer reviewed.

3. There is still uncertainty about whether $15,000 per monograph is the right budget.

Is $15,000 the right number?

- Monographs cost more than $15,000 to publish.
- **But,** the average loss on a non-OA monograph is somewhere between $10,000 and $15,000.
- Loss is absorbed by the press through more profitable publishing, subsidies, etc.
- Original Luminos model had artificially low per-title overhead allocation.
- Overhead is where the press adds value (see figure below).

Conclusions:

- Costs have been understated.
- Forecasted print-on-demand (POD) sales have also been understated.
- On average, Luminos titles hew closely to expectations in terms of complexity.
  - Had to develop higher author contributions for additional complexity.
- Overhead will vary among presses (see figure below).
Questions that still remain unanswered include the following:

- Is the Luminos cost-sharing model sustainable?
- Will library memberships and POD sales increase/decrease?
- What’s the future of the Luminos site and Luminos brand?
  - Self-hosting platform costs vs. benefits
  - Brand confusion
- Can we flip more authors into the program?
  - Currently publishing 20–25 books/year
  - Would like to increase the number of books per year
- Can overhead to manage an OA book program be reduced and can the program scale?

The UC press, along with all presses, will need to invest in permanent, scalable infrastructure. “Publishing benefits from scale,” Erich van Rijn observed. “Finances scale as well.”
**TOME Institutional Perspectives**

“People want their tenure books to look as normal as possible.”
—Dave Hansen, Duke University

**Panel:**
Dave Hansen, Duke University
Kate McCready, University of Minnesota
Sarah McKee, Emory University
Ginny Steel, UCLA

This panel was asked to address the following topics:

- What are the faculty saying?
- Funding TOME books as part of larger OA funding strategies
- Licensing: lessons learned
- Post-publication: managing distribution, ensuring discoverability

Several panelists emphasized the importance of quality and peer review to authors, and avoiding any perception that the presence of TOME subventions influenced a press decision to publish a book. At Duke, the TOME administrators address these issues with (1) timing: working with authors after a manuscript has been accepted by the press and a contract signed, and also working directly with presses; and (2) political support: asking for a letter from the author’s department chair to ensure the department is supportive of OA publishing through TOME.

Some TOME institutions award subventions on a first-come, first-served basis while others take applications and will provide subventions for any publisher that practices rigorous peer review. At UCLA, using a combination of funds including from donors, the library is funding as many OA monographs as possible “until the money runs out.” At the University of Minnesota, where decision-making for TOME resides in the College of Liberal Arts, Kate McCready indicated that the library would like to think about the particular benefit of making a specific book OA.
Panelists and the participants agreed that the funding institution should have some agency over the contracts and licensing terms. Based on an earlier dispute between UCLA and a participating TOME press, UCLA now writes into its contracts that TOME subventions can’t be counted as sales for the purposes of author royalties.

James Hilton offered an explanation of the Michigan Model, which may be useful to other university press partners. Presses exist, Hilton argued, to provide scholarly infrastructure to support the humanities. OA is just a distribution model based on one intellectual property approach. The bigger question is, what is a particular institution’s piece of the scholarly infrastructure for the humanities, and what budget does the university want to allocate for it?
TOME in the OA Monograph Landscape

2019 has been a banner year for the study of OA monograph publishing. As of July 2019, a number of international reports have appeared. Together, they help us situate TOME in a much larger global experiment in open publishing. The major reports include:

*Open Access and Monographs* (March 2019)
Universities UK Open Access Monographs Group

Kevin Hawkins and Brian O’Leary
Book Industry Study Group (BISG)
https://doi.org/10.17613/8rty-5628

Janneke Adema
https://doi.org/10.5281/zenodo.3238545

*The State of Open Monographs: An Analysis of the Open Access Monograph Landscape and Its Integration into the Digital Scholarly Network* (June 2019)
Sara Grimme, Cathy Holland, Peter Potter, Mike Taylor, and Charles Watkinson
Digital Science
https://digitalscience.figshare.com/articles/The_State_of_Open_Monographs/8197625

Springer Nature
https://figshare.com/s/a11075d04d333dba4ee0
The State of OA Monographs in Europe

Key conclusions from the Knowledge Exchange report (*Towards a Roadmap*):

- Most European countries have national OA policies but typically these policies do not include monographs; however, this is likely to change in the next few years.
- Money is there to fund OA monographs but it will take complex operational changes to re-route the funding.
- Finally, no single model is likely to emerge, and not all monographs will go OA.

TOME will pay close attention to what comes out of the HIRMEOS Project, which just wrapped up this year. HIRMEOS’s goal was to build a common layer of added-value services on top of existing e-publishing platforms for OA monographs. The set of services are meant to integrate many different kinds of documents, including monographs, into the open science knowledge system in Europe by implementing common standards and cross-linking all of the documents and digital objects related to the research process. One major outcome is OPERAS—the European Research Infrastructure for the development of open scholarly communication in the social sciences and humanities.

Another important development to watch is the KU Open Research Library.

The State of OA Monographs in the UK

In autumn 2018, UK Research and Innovation (UKRI) began conducting an Open Access Review with the goal of producing a revised OA policy for the Research Excellence Framework (REF). UKRI expects to announce the new policy in spring 2020. Open monographs, which are not covered in the current policy, will be addressed in the new policy, although the policy will be implemented after the 2021 exercise—in 2028, the likely date for the next REF exercise.
COPIM-UK—In June 2019, Research UK awarded £2.2m to COPIM (Community-led Open Publication Infrastructures for Monographs) to improve and increase OA publishing. COPIM is led by Coventry University with several partners:

- Birkbeck, University of London; Lancaster University; and Trinity College, Cambridge
- The ScholarLed consortium of established open-access presses (Mattering Press, meson press, Open Book Publishers, Open Humanities Press, and punctum books)
- University of California, Santa Barbara (UCSB) Library and Loughborough University Library
- Infrastructure providers Directory of Open Access Books (DOAB) and Jisc, and international membership organization The Digital Preservation Coalition (DPC)

The State of OA Monographs in Canada

The Awards to Scholarly Publications Program (ASPP), which annually pays out grants of $8,000 to Canadian scholarly publishers to publish monographs, is at risk of being cut off if publishers do not start making monographs available OA. The Association of Canadian University Presses (ACUP) has offered to help ASPP develop an action plan for implementing OA into its funding program by the imposed deadline of April 2020.

All of these developments and initiatives augur well for the future of OA monograph publishing. TOME should make every effort to work with complementary initiatives because, ultimately, we are all striving toward the same goal.

OA Usage Data Trust

Brian O’Leary, BISG

That OA monographs present particular challenges in tracking usage across multiple platforms is something the TOME initiative has been

Key white paper recommendations are as follows:

1. Define governance and architecture
2. Create a pilot service
3. Implement and extend relevant open-source technologies
4. Develop personas and use cases
5. Build engagement
6. Document the supply chain

Ultimately, O’Leary stated, we need this data to make a compelling case for OA book publishing investments. The trust would commit to privacy and confidentiality of reader data.
Keeping the Momentum

Peter Potter and Judy Ruttenberg facilitated the final discussion of the day, harkening back to the goal of articulating actionable steps before adjourning. There was a great deal of concern that TOME not become another membership organization in a crowded scholarly communications landscape. In order to emphasize TOME’s connection not just to other open monograph initiatives, but also to a larger conversation around sustainable scholarly infrastructure, the following suggestions were well-received by the group:

- **Lower the barrier to entry.** While the initial TOME pilot was created as a five-year commitment by each participating institution of at least three $15,000 books per year, that doesn’t mean all subsequent institutions need to make the same commitment. Any $15,000 institutional subvention to an OA monograph in a participating university press can be published as a TOME book.
- Use the new openmonographs.org TOME website to do the following:
  - Emphasize that **TOME is a movement, not a club.**
  - Highlight how institutions have embraced TOME as part of an overall OA strategy.
  - Feature additional case studies and author testimonials.
  - Demonstrate visually the global reach of TOME and other OA books.
  - Maintain focus on the issue of equity among scholars. While TOME does not solve the problem of access to subventions by independent scholars or those from less-resourced institutions, it accelerates sustainable publishing and might open space to address the equity challenges.
- **Position TOME as collaborative with other OA monograph initiatives,** including the BISG-proposed OA monograph usage data trust.
- **Reconvene the Impact Assessment Working Group.**
- **Research TOME’s effect on engagement and sales.**
What should TOME accomplish by 2022?

- Standardize agreements to the extent possible.
- Collect robust data, including effects on sales, prices, DOIs, usage, and engagement.
- Determine if $15,000 is the right price point for an open monograph.
- Devise a discovery strategy, one that ensures records make their way into library catalogs and other forms of discovery.
Appendix A: TOME Background Reading

Distributed to the TOME participants in advance of the July 22 meeting.

2019 has seen an outpouring of reports and white papers on OA monographs—and we’re only halfway through the year! Here are a few of the key ones:

- **Open Access and Monographs** (March 2019)—In 2018 the Universities UK (UUK) Open Access Monograph (OAM) working group brought together academic and publisher stakeholders to discuss the current and future status of open-access monographs. This report synthesizes these discussions. It is meant to inform a larger piece of work on the future of open-access policy for monographs to be published by the UUK OAM working group later in 2019.

- **Exploring Open Access Ebook Usage** (May 2019)—This BISG white paper by Kevin Hawkins and Brian O’Leary is part of the Andrew W. Mellon Foundation–funded project, Understanding OA Ebook Usage. It lays out the current challenges to getting usage and engagement data for e-books and proposes as a solution the creation of a “data trust,” which would operate as an independent intermediary among industry stakeholders, compiling and analyzing data on behalf of trust members.

- **The State of Open Monographs: An Analysis of the Open Access Monograph Landscape and Its Integration into the Digital Scholarly Network** (June 2019)—For an up-to-date scan of the open monograph landscape, this Digital Science report is a good place to start. The authors provide an overview of current experiments in OA book publishing (including TOME, Knowledge Unlatched, and UNC’s Sustainable History Monograph Pilot) and highlight the critical challenges that must be met if the open monograph is to thrive in the digital scholarly network.

- **The Future of Open Access Books: Findings from a Global Survey of Academic Book Authors** (June 2019)—This report by Springer Nature presents the findings from an online survey conducted in...
February and March 2019 to gather author feedback on OA books. Among the survey’s key findings: a growing consensus among authors (more so in Europe than in North America) that all future scholarly books (monographs or edited collections) should be made available via OA.

2019 has also brought a number of developments that seem likely to have long-lasting impact on the publishing of OA books. Here are two:

• **Open Research Library (ORL)**—The latest initiative from Knowledge Unlatched promises to collect all OA book content worldwide on one platform for user-friendly discovery. ORL joins other projects like KU Open Analytics, KU Open Funding, and KU Open Services, which KU hopes will create a “dedicated infrastructure for the global research community” funded primarily by libraries that gain access to a set of exclusive add-on services. For one take on ORL, see “Internal Contradictions with Open Access Books” by Joseph Esposito in *The Scholarly Kitchen*.

• **ScholarLed**—No understanding of the current OA book publishing environment is complete without taking into account the rise of academic-led publishers since 2008. ScholarLed is a new consortium of five such publishers—Mattering Press, meson press, Open Book Publishers, Open Humanities Press, and punctum books. At least some of these presses (all but punctum started in the UK or Europe) see themselves as competing with university presses (UPs) but ultimately they share with UPs a mission-based approach to scholarly publishing.

Meanwhile, outside the US:

• **Canada**—The following comes from Brian Scrivener at the University of Calgary Press. The Association of Canadian University Presses (ACUP) learned in May that a primary source of federal funding for monographs is in risk of being cut off. As some of you know, in Canada the Awards to Scholarly Publications Program (ASPP) annually pays out grants of $8,000 to Canadian scholarly publishers to support the publication of
some 160 scholarly monographs. The funder of this program, the Canadian Federation for the Humanities and Social Sciences, recently compelled ASPP to come up with an actionable plan to support OA publication of its titles by April 2020—without offering any increase in the ASPP budget. ASPP has been told that, if it does not come up with a workable plan, it risks losing its funding. In response to this, ACUP has offered to help ASPP develop an action plan for implementing OA into its funding program. According to Scrivener, however, Canadian scholarly publishers are “having a hard time wrapping their heads around how to make OA work for them.”

**Context:** The Social Sciences and Humanities Research Council of Canada (SSHRC), along with its fellow agencies in other disciplines, enacted a few years ago a [Tri-Agency Open Access Policy on Publications](#) requiring OA publication for the results of research it supports. Compliance on behalf of the researchers has been disappointing to say the least, leading to greater and greater impatience on the part of the SSHRCC.

- **England**—In autumn 2018, UK Research and Innovation (UKRI) began conducting an [Open Access Review](#) with the goal of producing a revised OA policy for the Research Excellence Framework (REF). UKRI expects to announce the new policy in spring 2020. Open monographs, which are not covered in the current policy, will be addressed in the new policy, although the policy will be implemented after the 2021 exercise—in 2028, the likely date for the next REF exercise.

- **Europe**—Among the most important players in Europe focused on developing an open infrastructure for scholarly books is [Knowledge Exchange (KE)](#). In October 2017, KE published the largest landscape study yet of OA monographs, covering eight European countries—Denmark, Finland, Germany, Netherlands, United Kingdom, France, Norway, and Austria. The report by Eelco Ferwerda, Frances Pinter, and Niels Stern addressed policies, funding streams, and publishing models from the perspective of the main stakeholder groups: publishers, funders,
and libraries. KE published a summary of the report in early 2018. Some of the key findings include the following:

- Although most national OA policies do not include monographs, conversations about OA and monographs are surfacing and are expected to accelerate over the next few years.
- Academic monographs are already often funded in Europe so the fact is that substantial funding exists to pay for OA but it will have to be re-routed in various ways that involve complex operational changes.
- No single model will fit all, and there is no scenario for a perfect transition. Authors do not expect all monographs to go OA, but they see a number of ways in which OA for books can be encouraged further.


- **Spain**—The 2017 report entitled Open Access Publishing of Monographs by University Presses in Spain examines the open-access model for publishing monographs by members of the Spanish Universities Publishers Association (UNE). Data for the research was collected in 2015-2017 through a questionnaire (58% of UNE publishers responded) and in-depth interviews with seven presses. The results show that 75% of UNE members publish titles in open access, most consider open access a good way to increase the dissemination of monographs, and that there are no differences in content quality with non-open-access works. Publishers do not see that publishing in open access is compatible with the commercial exploitation of printed. Published originally in Spanish, Knowledge Exchanged commissioned an English translation.