

VI-B-6

EXECUTIVE COMMITTEE BUSINESS MEETING TUESDAY, April 7, 2015 TELECONFERENCE

I. Call to Order – Diane Parry (12:00 PM)

II. Roll Call – Gloria Story

MEMBERS:	X = present
President*: Diane Parry (DP)	X
President-Elect*: Ellen Miseo (EM)	
Past President*: Ian Lewis (IL)	X
Treasurer*: Bruce Chase (BC1)	X
Secretary*: Gloria Story (GS)	X
Membership Coordinator: Ingeborg Iping Petterson (IP)	
Newsletter Editor: Fred Haibach (FH)	
Regional, Technical, and Student Section Affairs Coordinator: Robert Lascola (RL)	
Web Editor: Anna Donnell (AD)	
Student Representative: Chad Atkins (CA)	
Journal Editor-in-Chief: Michael Blades (MB)	X
Journal Editor: Peter Griffiths (PG)	
Journal Managing Editor: Kristin MacDonald (KM)	X
Parliamentarian: Ben Manard (BM)	X
Executive Director: Bonnie Saylor (BS)	X
* Voting member	

Other attendees: TPM: Bill Cunningham (BC2), SAGE: Louisa Morphy (LM) and Claire Minto (CM)

III. SAGE contract discussions



SAGE_Applied
Spectroscopy_SAGE

LM - Sage has the contract nearly ready – still working on OSA. There are some logistics work for colleagues at Sage – coming back from Easter break.

DP - what are the OSA issues as you see them?

CM - it is an unusual situation for Sage. We usually handle all aspects of Journal subscriptions; Institutional – standard subscription; Consortia – in a package.

BS - OSA subscribers access the Journal through Infobase. MB - they use Ingenta. BS - only OSA members. KM - the Journal provides 2 formats – one to Ingenta and another to Infobase. CM - we usually have one format – will need to talk to OSA to provide their version. We hope to eventually be with only one supplier. It looks like AS is going down, while OSA is up. We need to be careful and take into account those we don't have control over. We expected to migrate all subscriptions and not until 2016 now. Must be clear on who is selling what – work with a 3rd party through OSA.

DP - how does Sage handle others in similar situations?

CM - they've given notice to alternate publishers 1 year in advance of transfer. KM - our situation is unique – diversified vendor. CM - correct – more complex than normal. DP - it will be a long transition to a cleaner place.

IL - potential long transition – looking at the 2 tables; if we deal with us and OSA, what would it look like? CM -

the 1st table may be it – worst case scenario – depending on OSA’s helpfulness. MB - can we have the OSA move at the end of 2015? IL - we must cancel OSA by 4/1/2015. We could see if OSA will allow us to cancel after 4/1. It’s an auto-renew contract. MB - we did a long negotiation of the contract previously. KM - it could be they will call and we can tell them we are moving to Sage. DP - we need to communicate soon. CM - we want a transparent communication. Let’s sit down and compare and come to an agreement. DP - we want to handle this above the board. For us, it’s jumping off a cliff. OSA is a known subscriber base – Sage a little less known - since you can’t share the income algorithm and how income is impacted by the OSA side of things. CM - we don’t know the OSA side of things so it is difficult to calculate. BC1 - OSA doesn’t market us at all – just in the bundle. CM – their journals. BS - some of both. MB - it is easier to sell to institutions in the bundle. CM – we are confident we can migrate the individual subscriptions. Sales feel the attrition would only be 10%. IL - BS has the institution listings. DP - so we can figure this out based on our lists of subscriptions and bundles. OK to mine? BS - I can provide the February 8th list. IL - supply the list with sales origin scrubbed. BS - it is all broken out between different sales sources. DP - we already can figure out most of the subscriptions. We just need to figure out the Optics Infobase consortia subscriptions vs. individual ones. BS - it is 35% consortia and 65% individual. IL - with the scenario 2 numbers, OSA is \$536,537. DP - our scenarios range from a nice additional income to less than \$1000 loss. MB – we can provide better service level with Sage. KM - OSA does nothing. MB - they don’t aggressively market us. DP - going with Sage will simplify. MB - a higher level of service and consolidation. CM – I’m concerned about the “off the cliff” comment – will provide OSA service with no cost. BC - in 2014, there was \$556,000 total subscriptions from OSA. MB - we spent \$100,000 more to provide content. IL - \$361,000 less 10% - risk \$355,000. BS - \$189,000 consortium income. CM - 45% off income. DP - our cost plus 36,000 risk plus consortia risk is less than 45% of total revenue? KM - our cost would go down. MB agrees. IL - there are no numbers on this lower cost. Costs are in the Journal office. KM - production cost goes down too – Allen Press nickel and dimes us. IL - that was taken into account. CM - it will be streamlined – less cost. KM - and higher quality. IL – back to consortia ~\$189,000 revenue – guess you can convert? LM/CM – difficult to do. BC1 – will provide bundling benefits. MB – summer numbers – pre-OSA 2006 and current 2014 – 50 more subscriptions – not a huge growth. DP – we are trying to calculate our losses; so we are talking ~200 consortia subscriptions. LM/CM – we will move AS into more international venues. DP – if we have to recoup the consortia amount – Sage would need to sell ~300 subscription. How long will it take to recover? IL - ~400 consortia to be neutral. KM – we need to talk to OSA to understand the consortia info and then let OSA contract die on the vine. DP – or keep OSA for a year and allow Sage to catch up. We may need to overlap a year because we can’t afford a big loss. BS – in contract – Sage and OSA need to talk. MB – they make \$145,000 on us with little work. BS – we don’t know the work involved. DP – they have long-standing contracts with other too. LM/CM – we would honor the contracts. DP – work out a transition plan. KM – tell it like it is. DP – just opening the discussion with OSA is a risk. MB – we are switching from AP/Ingenta January 2016. DP – correct. LM/CM – contract on overlap numbers. DP – yes, include an estimate of the consortia. MB – need to give 6 month notice to AP. BC1 – same for Ingenta. KM – that is my understanding. DP – plan to discuss with OSA: 1) how Sage will contractually manage this; and 2) estimates on consortia loss/gain numbers.