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**Colorado Alliance of Research Libraries Negotiation Principles**

The mission of the Colorado Alliance of Research Libraries (Alliance) is to improve library services, expand library resources, create solutions to fit the changing information landscape, and provide good value for our members. The principles and values outlined below are in alignment with this mission and drive Alliance negotiations with vendors and publishers.

**Principle 1: Offers and renewals should be flexible, equitable, and sustainable.**

Alliance values: Sustainability, Transparency, Equity and Accessibility

What it looks like:

* Offers should be open to all Alliance members and their affiliated campuses. Offers and renewals should not require all members to participate.
* Offers to the consortium are expected to have added value over offers to individual members; members participating in a deal should not be penalized for others opting out.
* Offers should include flexibility in access vs ownership models, with options that appeal across differently-sized institutions.
* Pricing should be transparent, data-supported.
* Alliance-authored Hybrid OA content should be reflected with decreased pricing.
* Multi-year agreements should include deeper discounts or smaller increases or decreases for every year added.
* Diminishing content from publisher should be reflected with decreased pricing.

**Principle 2: Negotiations should be undertaken in good faith.**

Alliance values: Transparency

What it looks like:

* Access should not be impacted during active negotiations, even if negotiations go past the renewal date.
* Alliance and vendors should agree to a negotiations timetable that allows all parties a reasonable amount of time to respond to potential offers and counteroffers; Alliance will not tolerate delaying tactics, nor unreasonably brief response deadlines.
* Alliance prefers to negotiate with publisher representatives who have appropriate decision-making authority.
* Alliance is the negotiating authority for consortial offers and renewals; member libraries are the negotiating affiliates for their institutions.
* Alliance and publishers are equally responsible for adhering to these expectations.

**Principle  3: Transparency and responsibility should govern the handling of user information.**

Alliance values: Sustainability, Transparency, Privacy

What it looks like:

* Content providers should follow current data privacy standards and applicable laws (e.g. comply with FERPA).
* Libraries should not be restricted from using and sharing their own usage data. Usage data should be anonymized in accordance with current data privacy standards and applicable laws, but if vendors have data that may identify users, it will be shared with the licensee.
* Alliance and vendors should make commitments to long term preservation and access initiatives.
* Vendors should disclose proposed use or sharing of user data during the negotiations process with the understanding that Alliance must explicitly agree to them.
* Information collection and use should be transparent to end users, with opt-in and opt-out options for personal accounts and data collection, and the ability to access anonymously.
* Personally identifiable information should always be protected.
* Vendors should have established data privacy policies and data security plans in place.

**Principle 4: Licenses should be understandable, straightforward, and should support users’ rights to appropriately use content for scholarly purposes**

Alliance values: Transparency, Equity and Accessibility, Supporting Scholarship

What it looks like:

* Licenses should *not* include:
	+ Confidentiality clauses (e.g. non-disclosure agreement (NDA))
	+ Digital Rights Management (DRM) constraints (depending on context)
	+ Restrictions on Interlibrary Loan (depending on context)
* Licenses should allow text and data mining.
* Licensors should comply with current Federal, State, local laws and institutional mandates regarding Artificial Intelligence (AI). The role of AI should be visible to users and licensees. For example, AI clauses will not restrict user actions in ways that are fundamentally unenforceable; AI clauses will in no way prevent authorized users from making licensed content fully accessible to other authorized users in any legal manner and will not overtake other clauses in the agreement. See [International Coalition of Library Consortia (ICOLC) Artificial Intelligence (AI) licensing principles](https://icolc.net/statements/icolc-statement-ai-licensing).
* Licensors should comply with current Federal, State, local laws and institutional mandates regarding accessibility; and provide updated accessibility testing documents (VPATS).
* Limitations on commercial use should be clearly stated and should not restrict academic uses.
* Users and individual institutions accessing content should not be presented with a terms of service or end-user license agreement (EULA) that differs from the negotiated license.

**Principle 5: Support for Open Access (OA)**

Alliance values: Sustainability, Transparency, Supporting Scholarship

What it looks like:

* Publishers should supply an annual account of total Open Access content available within their product.
* Publishers should make data available about Alliance community member participation or fees paid as authors, editors, and peer reviewers.
* Agreements should include depository rights for Alliance authored non-OA content, including immediate deposit of accepted version in institutional and disciplinary repositories, with no embargo.
* Publishers should commit to open access models that are sustainable and transparent for libraries, publishers, authors, and readers.
* Alliance prefers to engage in Open Access publishing models that do not include article level fees.

**Principle 6: Equitable access to publishing, reading, and research**

Alliance values: Equity and Accessibility, Supporting Scholarship

What it looks like:

* Publishers and libraries should work together to advance global equity in scholarly communication.
* Publishers and libraries should enable equitable access to resources and support inclusive learning and research environments.
* Libraries and publishers should prefer collections that are representative by including voices from outside the mainstream, empowering marginalized communities, and supporting accountability in both stewardship and access.
* Alliance will not support new publishing models that are inequitable for authors or researchers.
* Alliance members have a right to access and reuse the metadata they have created.
* Alliance members are committed to making their metadata openly shareable and accessible for future discovery and development.
* Alliance members will prioritize resource sharing and Interlibrary Loan for licensed e-resources.