

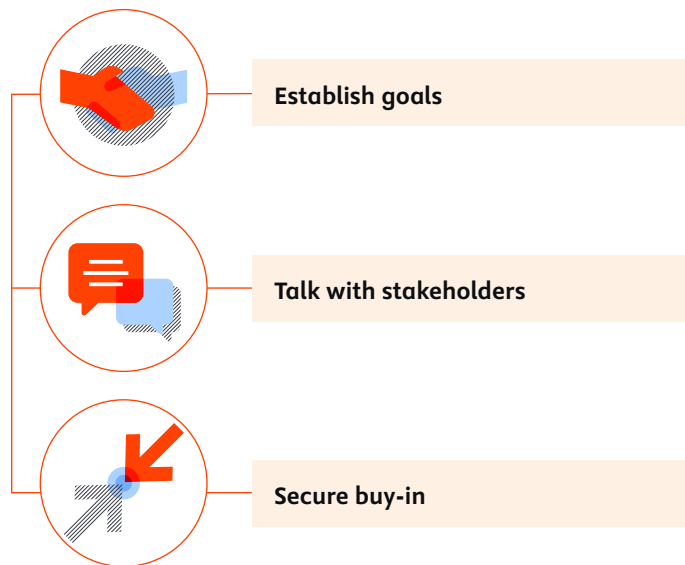
# Transformative agreements are on the rise

We spoke to institutions to find out why



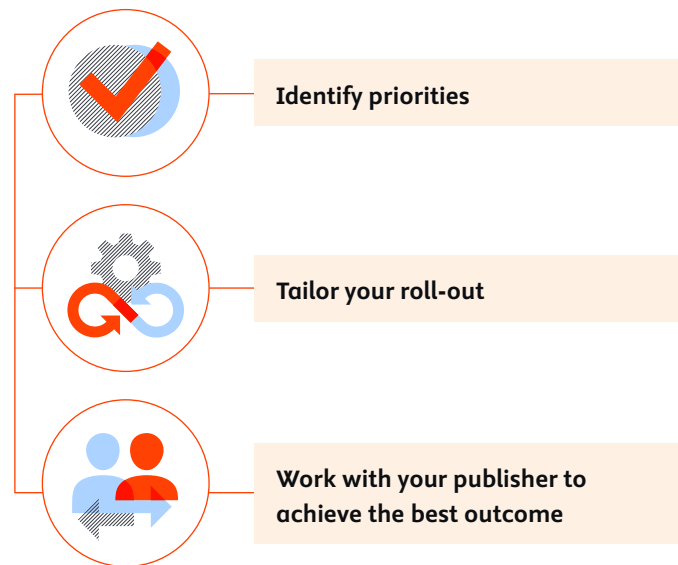
## CASE STUDY 1:

### Preparing for a transformative agreement



## CASE STUDY 2:

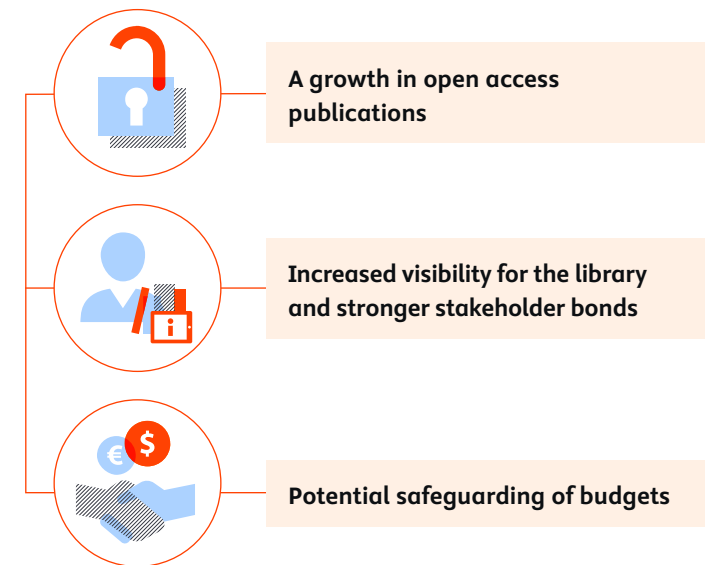
### Securing and implementing a transformative agreement



## CASE STUDY 3:

### Partnering for an open future

EVALUATE PROGRESS:



## The interviewees

We would like to thank all three of our interviewees for taking the time to speak with us and share their experiences so openly.



### Andy Corrigan

Associate Dean of Libraries at Tulane University, USA

*“The deal with Elsevier was one of our first, so it was never going to be an easy thing. I think what got us over the line was perseverance on both ends. We didn’t really give up, which would have been easy a couple of times. We stuck with it, and so did our counterparts.”*

Andy has been Associate Dean of Libraries at Tulane since 2005, having first joined the university in the summer of 1994. He is also the library’s Chief Collections Officer and directs its collections planning and expenditures. He directed the library’s recovery initiatives after Hurricane Katrina, which included the salvage and replacement of lost or damaged collections. As part of the eventual remediation of the library’s flooded spaces, he was the library’s project manager in the group that oversaw the FEMA-assisted construction of a 5th- and 6th-floor addition atop the Howard-Tilton library building. He holds an EdD in Educational Administration from West Virginia University and an MLIS in Library and Information Science from the University of Rhode Island.



### Bob Gerrity

University Librarian at Monash University, Australia, and Former Program Director of the Procurement Program for CAUL (Council of Australian University Librarians)

*“These deals give libraries a hook for conversations within their research office and with individual researchers. The old discussions about gold versus green versus diamond have been replaced by better, more constructive conversations about achieving full open access.”*

Bob commenced as University Librarian at Monash University in March 2018, overseeing all aspects of Library service to Monash’s 85,000 students and 17,000 professional and academic staff. Since joining Monash he has led a program of modernization, bringing the library in line with the University’s global ambitions. Bob was Program Director for the Council of Australian University Librarian’s Procurement Program from 2018 to 2023, leading CAUL’s efforts to leverage the consortium’s large collective subscriptions spend to advanced open access, through transformative agreements. Prior to his appointment at Monash, Bob was the University Librarian at the University of Queensland for five years. Earlier in his career, he spent 19 years in technology leadership positions at the Boston Public Library and the Boston College Libraries.



### Keith Webster

Helen and Henry Posner, Jr. Dean of the University Libraries at Carnegie Mellon University, USA

*“Looking back on the implementation process, it was all very easy. It took a few months, because we were responding to each other’s suggestions and requests, but it was very productive and positive.”*

Keith was appointed Dean of University Libraries at Carnegie Mellon University in July 2013 and was additionally appointed as Director of Emerging and Integrative Media Initiatives in July 2015 and Posner Dean’s Chair in 2021. Previously, Keith was Vice President and Director of Academic Relations and Strategy for the publisher Wiley. Keith has held professorships in information science at Victoria University of Wellington and City University, London. He has served on government advisory boards, journal editorial boards, and as an officer in professional and learned societies around the world. Keith’s professional interests include research evaluation, learning space design, and trends in scholarly communication. He is a regular speaker on topics such as the future of research libraries and the impact of open science on publishing and libraries.