



The CHARLESTON REPORT

Business Insights into the Library Market

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More Notables and Quotables:

Favorite Charleston Quotes from Founder Katina Strauch

- “Will journals have a central role in five years?”
- “Five years is too short a time.”
- “Journals are academic currency.”
- “Progress hasn’t materialized.”
- “We need unification in the field of APCs.”
- “UK researchers don’t publish in gold unless funding is available.”
- “You’ve got to market yourself.”
- “Branding is really important.”
- “Change is needed but so is continuity.”
- “There is no difference between well-funded and not funded.”
- “Most materials are not digitized.”
- “It is hard to understand each country’s laws.”
- “Academe is a symptomless symptom.”
- “Societies continue to stay relevant.”
- “Books are a good thing.”
- “Think different about tenure and promotion.”
- “We need publicly engaged scholarship.”
- “We must manage collections together.”
- “We need to rely on each other.”
- ”We need functional hubs.”
- “Comments build community of interest, shared needs, collective discussion.”
- “Software can create roadmaps.”
- “Push for standards.”
- “Jointly owning brings collaboration.”
- “A community governance structure is needed.”
- “The ILS shouldn’t matter over many years.”
- “What is the legal collaborative ownership model?”
- “The deep purpose of libraries.”
- “Rise of personal media.”
- “How can libraries have an impact?”
- “Social cohesion creates a community.”
- “Solidarity.”
- “Social learning across content is needed.”
- “A perpetual license is not ownership”

2021 Charleston Conference Wrap-Up

... with thanks to Leah Hinds, Executive Director of the Charleston Conference, <leah@charlestonlibraryconference.com>

Thank you to all the presenters, exhibitors, sponsors, and most of all, the attendees of the 2021 Charleston Conference Hybrid Event! We were thrilled to see those of you who joined us for the week of November 1-5, whether in person or virtually. We were joined by almost 3,000 attendees from 32 countries across 5 continents, including 107 exhibitors and 821 first time attendees. Attendance was roughly 17% in person and 83% virtual. Attendee types were 60% librarians, 17% vendors, 13% publishers, 8% others, 1% consultants, and 1% students. A few highlights and post-conference notes are included below.

Keynotes and Plenary Sessions

Recordings of our keynotes and plenary sessions are available either on the agenda at <https://2021charlestonconference.pathable.co/agenda> for registered conference attendees, along with the archived attendee chats and any accompanying files and polls, or openly available as videos on our YouTube channel at <https://www.youtube.com/user/CharlestonConference>.

All conference content will be available on the Pathable platform for one year. Conference session recordings are available through the conference agenda at the link above, but you must be logged in as a registered attendee to access the videos and other content. You can use the “Search” function to search by title or keyword, or sort by date, session type, location, and more. All recordings will be moved to our YouTube channel to be made openly available over the next 3-4 months.

Thank You to our Exhibitors and Sponsors!

The Virtual Vendor Showcase Booths are still available for browsing at <https://2021charlestonconference.pathable.co/exhibitors>! You can access lots of informative materials and videos, as well as click “Leave Your Card” to ask further questions and connect with a vendor representative.

There were 15 different companies who hosted 20-minute Vendor Info Sessions over the course of two days. These presentations were a great way to learn about new offerings and services. Recordings are available for all sessions on the agenda. Vendor Focus Groups were also available to gather feedback and input from librarians.

A special thank you to all our Conference Sponsors! Sponsor support makes the conference as we all know and love it to be possible. <https://2021charlestonconference.pathable.co/sponsors>.

Conference Blog and Reporting

Our Conference Blogger, Don Hawkins, has written reports on all the happenings from Charleston again this year in his blog Charleston

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Conference Notes at <https://www.charleston-hub.com/category/blogs/chsconfnotes/>. Against the Grain's "And They Were There" reports, organized by Ramune Kubilius (Northwestern University Feinberg School of Medicine Library), will be published in the journal beginning with the February 2022 issue.

Quotable Quotes: Overheard at the 2021 Charleston Conference by Conference Founder Katina Strauch

"Libraries can lead universities into the future."
 "We need more formal-ness."
 "It's best to have research impact the public."
 "The library has a training role and a data management role, not discovery."
 "The UK does not go to the library anymore."
 "Peer review is the gold standard."
 "Change is needed but so is continuity."
 "Nobody uses the terms we do."
 "Journals need a wider audience."
 "Novelty is overrated; execution is important."
 "Africa's knowledge is lost in a sitting archive."
 "There are stumbling blocks to digitization."
 "We have competing priorities."
 "Academe is the only place for the misfits."
 "We are out of time."
 "There is room to think differently."
 "The reward structure of academe needs to change."
 "Trust is the real challenge."
 "Publishers want a data-driven conversation."
 "Libraries are the culture layer."
 "Cultural cohesion is needed, dissolving social cohesion creates personal media."
 "CDL is the future."
 "Think long term."
 "Be good ancestors."

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The Charleston Report is written for publishers, vendors, product developers, merchandisers, and wholesalers who are interested in expanding their library market. Readers will gain insights in effective marketing to libraries, early alerts to library trends, access to library leaders' future plans, library budget projections, library strategic plans, technology directions, and publications needs.

For comments and contributions, contact Rebecca Lenzini, <rlenzini@charlestonco.com>, Editorial Offices, 6180 East Warren Avenue, Denver, CO 80222. TEL: 303-282-9706, FAX: 303-282-9743, (c) Copyright 2021, The Charleston Co. All rights reserved. ISSN 1091-1863.

Contributing Editors: Tom Gilson <GilsonT@cofc.edu>

Editorial Board: Rebecca Lenzini, Katina Strauch

Chief Financial Officer: Rebecca T. Lenzini

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Mark Your Calendars

APE 2022: "The Future of the Permanent Record," January 11-12, 2022.

While APE had hoped to be offered as a hybrid event for the new year, organizers have announced that... "For the second time the APE 2022 conference will be online. (Thanks to our sponsor Morressier!) The recordings will be available until long after the conference as part of the Permanent Record." Opening Keynotes will be offered by Dr. Maria Leptin, President of the European Research Council (ERC), who will address "Quality and Equity in Academic Publishing," and Todd Carpenter, Executive Director of NISO (National Information Standards Organization) who will discuss "Building a Framework for the Future of the Record of Science." *The complete conference program is available at: <https://www.ape2022.eu/full-program>.*

Researcher to Reader 2022: February 22-23, 2022.

This year's R2R will be a hybrid event, with a goal of keeping physical participants safe with the 'covid-conscious' policies of BMA House, and keeping online participants fully involved with outstanding event platforms and AV techniques, which will include the usual mix of panel discussions, presentations, workshops and debating, plus networking and optional lightning talks during the breaks in the main programme. **Speakers, Panellists and Moderators** will include: Abrizah Abdullah, Rick Anderson, Brian Bishop, Lisa Hinchliffe, Michael Levine-Clark, Alison Mudditt, Kamran Naim, Judith Russell, Roger Schonfeld, Bodo Stern and Alicia Wise. **Topics discussed** will include: Disability, Early Career Researchers, Global Access, The Hybrid Workplace, Intermediation, Mergers & Acquisitions, Open Access Standards, Open Book Models, Open Data, Preprint Peer Review, Research Data Discoverability and Transformative Agreements. Registration is now open. To see the full Conference programme, logon to <https://r2rconf.com/r2r-conference-programme/>.

The Fiesole Retreat: "Tradition Meets Innovation," April 5-7, 2022.

The Fiesole Retreat Series is once again planning to travel to Greece next year! Our 22nd Retreat is now set to be held from April 5-7, 2022 in Athens, with thanks to our hosts at the beautiful National Library, housed in the Stavros Niarchos Foundation Cultural Center <https://www.snfcc.org/en/national-library-greece>. Session themes will focus on "Cultural Heritage and Contemporary Challenges and Opportunities," "New Publishing Models: What's Next" and "Delivering Humanities Scholarship." The Preconference on Tuesday April 5th will highlight examples of "Revitalizing the Curation of Humanities and Special Collections." Be sure to stay tuned for up-to-date announcements and registration information at https://www.casalini.it/retreat/retreat_2022.asp.

TCR Reports from the Field: STM Autumn Conference, 19th October 2021

... Reported by Anthony Watkinson, Principal Consultant, CIBER Research and Honorary Lecturer, University College London, <anthony.watkinson@btinternet.com>

This entirely virtual event appears to be a shorter replacement to the usual STM Annual Conference the day before the Frankfurt Book Fair. The question offered was: **How are STM publishers meeting the opportunities and challenges presented by a rapidly changing publishing landscape?** It will be interesting to see whether this gathering of the senior staff of the world STM companies (plus some vendors) will feature in 2022. This is in practice a librarian-free occasion but this report will highlight those aspects of the conference of potential interest to the library community.

The full programme is available at <https://www.stm-assoc.org/events/stm-autumn-conference-2021/> but the recording is only open to those who registered.

1. The view from the EU Commission

Many of the largest commercial publishers are based in Europe and for them the policies of the Commission are of great importance. This year they got a top Eurocrat to do the keynote in the shape of Jean-Eric Paquet, the Director General of the Directorate for Research and Innovation. Paquet thanked STM for its collaboration over the special arrangements for open and speedy delivery of peer reviewed COVID related content. **His main message however was to ram home to publishers that the Commission is committed to Plan S.** This means that financial support from Commission research programmes by payment of APCs in hybrid journals is now discontinued after ten years of transition. Universities may step up for payment if they wish to do. Green OA is still open as an alternative approach to open access, but from day one the published paper must be deposited in an open access repository. In answering questions, Paquet made clear that the Commission are closely in touch with **China, now producing more scientific researchers than any other country.** But the big surprise was another answer to “where will the scholarly communication ecosystem be in 20 years’ time?” **Artificial Intelligence is developing so fast that already an article behind a paywall can be reproduced by using the citations.** “Massive change is certain.” The role of publishers will be as service organisations for publishing and data management.

2. The opportunities and challenges of advancing Open Research

The purpose of this first panel, moderated by Tasha Mellins-Cohen of Mellins-Cohen Consulting, allowed publishers to listen to what other stakeholders in the scholarly ecosystem perceived as the most pressing and salient issues involved in advancing openness. Those taking part were two chemists — Kazuhiro Hayashi, a senior government scientist from Japan’s National Institute for Science and Technology (NISTEP) and Professor Bas de Bruin of the University of Amsterdam.

The third panelist was Librarian/Professor Lisa Janicke Hinchliffe of the University of Illinois Urbana-Champaign, a Program Director for the Charleston Conference and active participant.

De Bruin made some serious criticisms of the keynote speech. He noted that the Academy were not consulted before Plan S was promulgated and that **the refusal to continue to fund contributions to hybrid journals severely impacted learned societies** including ACS. Models which did not enable selective high-quality society journals to go OA were not good for his subject. He preferred transformative arrangements like the German Projekt DEAL.

Professor Hinchliffe, something of an expert on transformative deals herself, provided some “ponderings” which could usefully be placed on her site. Her main argument was that **digital scholarship is now just scholarship** and the turn to digital scholarship has created new opportunities for libraries, publishers, and platforms across the research life cycle. What does it mean to take a user/use centred approach to supporting digital scholarship? Digital scholarship writ large is not just publications so **how do we achieve this wider openness?** How might we connect and collaborate to develop services and strategies that respond to current opportunities? There is no non-digital workflow, however workflows can be closed. Much of the process of scholarship is not open and is not recognised or rewarded.

3. Meet the CEOs

This “traditional” interaction among selected senior publishers included heavyweights from Brill, Wolters Kluwer, MDPI and platform provider Silverchair. Questions were directed by STM Interim CEO Philip Carpenter, formerly of Blackwell Publishing (so the humanities were not this time forgotten). This panel offered a chance to see how those with power answer to their own community.

What we want to keep post-pandemic mostly related to working from home — generally positive but not all the time — and travel. Only Peter Coebergh of Brill evoked climate change. The others to a greater or lesser degree discussed how well they had managed working from home.

The question — **Is there any trade-off between processing speed and issues of trust/quality?** — resulted in some disagreement. MDPI, who pride themselves on speed to publication, denied the assumption behind the question but then admitted to some corruptions in workflows which they were looking into. Wolters Kluwer are looking into how they can carry over emergency

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procedures developed for COVID-related papers into a speeding up if their general processes.

Vikram Savkar noted that Wolters Kluwer have found that **physicians have had to rely on social media concerning new treatments** which leads to the reader having to be more critical in their responses. This is new in this experience. What does this mean for publishers? This led on to a discussion of the **importance of trusted peer review** and it was pointed out that part of the rhetoric of some sections of the open community is that **peer review is worthless**.

The next question flowed naturally: **What should publishers be doing to educate the broader community and how will this be trustworthy?** Publishers agreed that peer review must be explained better and that press officers must reach out more successfully to the channels from which the lay public get their news. *The New York Times* was name-checked.

STM are developing STM Solutions (<https://www.stm-assoc.org/stm-solutions/>) to enable collaboration among publishers so the next question was expected — **What should the industry be sharing?** The general view seemed to be that sharing worked in certain areas of best practice and standards, as an example in prevention of image manipulation.

There has been a lot of discussion about **open business models that do not lead to exclusion** but not on this occasion. Silverchair as a supplier suggested that costs can be reduced still by scalable infrastructures.

Finally — **What about the climate emergency and how should industry be responding not just by improving its carbon footprint but in the communication of relevant research?** Should this be made free like relevant medicine under COVID? This question threw up some positives — for example Brill shareholders are said to be pressing. Wolters Kluwer were keen: “maximum dissemination of research is key for all.” Silverchair saw blockchain models as part of the solution despite the amount of energy they use.



from the Staff at The Charleston Company

4. There were two further panels

Technology, Trust, Together: Common challenges and opportunities for today’s digital scholarly communication ecosystem was mostly turned inwards. The exception was a presentation from Roger Schonfeld of Ithaka S+R. He emphasised a general decline of trust in institutions, not just publishing — even in Dr. Fauci. His message was as follows: **“There is an ongoing problem with translation of science for the public: you must tell the truth.”** He does not see open science as the panacea. In global terms even principles are not fully aligned in what he sees as a “geopolitical split.” The record of science is not fully trustworthy, and we should not need to wait until after publication for corrections. His view is that **“science publishing as a sector cannot work properly unless science publishers collaborate at a higher level not just on technologies.”**

Other topics were **Research Integrity Screening and Responsible AI**. Under the first heading Andrew Smeall, who joined Wiley as part of their Hindawi purchase, summed up by noting that organisations like COPE have promoted best practice with some overall success. However, most of the barriers to change are not technical ones but rather behavioural. He gave examples. Image manipulation across publishers can be solved by technology but duplicate publication demands collaboration between publishers.

The final session was entitled **Common Goals, Uncommon Allies: Partnering University Security, Information Technology, Libraries and Publishers**. Dominating the floor was Daniel Ayala, Managing Partner of Secratic (<https://www.niso.org/niso-io/2021/07/managing-risks-daniel-ayala-founder-secratic>). He is closely involved with the SNSI project (the Scholarly Networks Security Project fully described at <https://www.snsi.info/>).

The summing up by the interim CEO concluded as follows. **Publishers have to find sustainable business models to do their job. Few things are more important than the erosion of trust; hence the STM tagline-advancing trusted research.**

A final note: Readers may like to know that since this meeting a new CEO of STM has been appointed in the person of Dr. Caroline Sutton, currently Director for Open Research at Taylor and Francis, who was the founder and president of the Open Access Publishers Association (OASPA).

DEADLINE EXTENDED

NASIG Announces Submission deadline now January 14, 2022! NASIG is soliciting proposals for its 37th Annual Conference, to be held June 5-9, 2022, in Baltimore, MD and online. We are currently seeking in-person presentations. All presenters will create a pre-recorded presentation before the conference and present in-person during the conference.

To submit your ideas, use the online form at <https://proposalspace.com/calls/d/1377>.