



Frontiers Institutional Partnerships

Institution-Facing Models for OA Transition

26th February 2025

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Institutional Partnerships – Global Sales Manager



Why our mission matters

Research is the foundation of modern society and it's thanks to advances in science that we enjoy longer, healthier and more prosperous lives than ever before in human history. Immediate and open access to high-quality research is vital for achieving this.

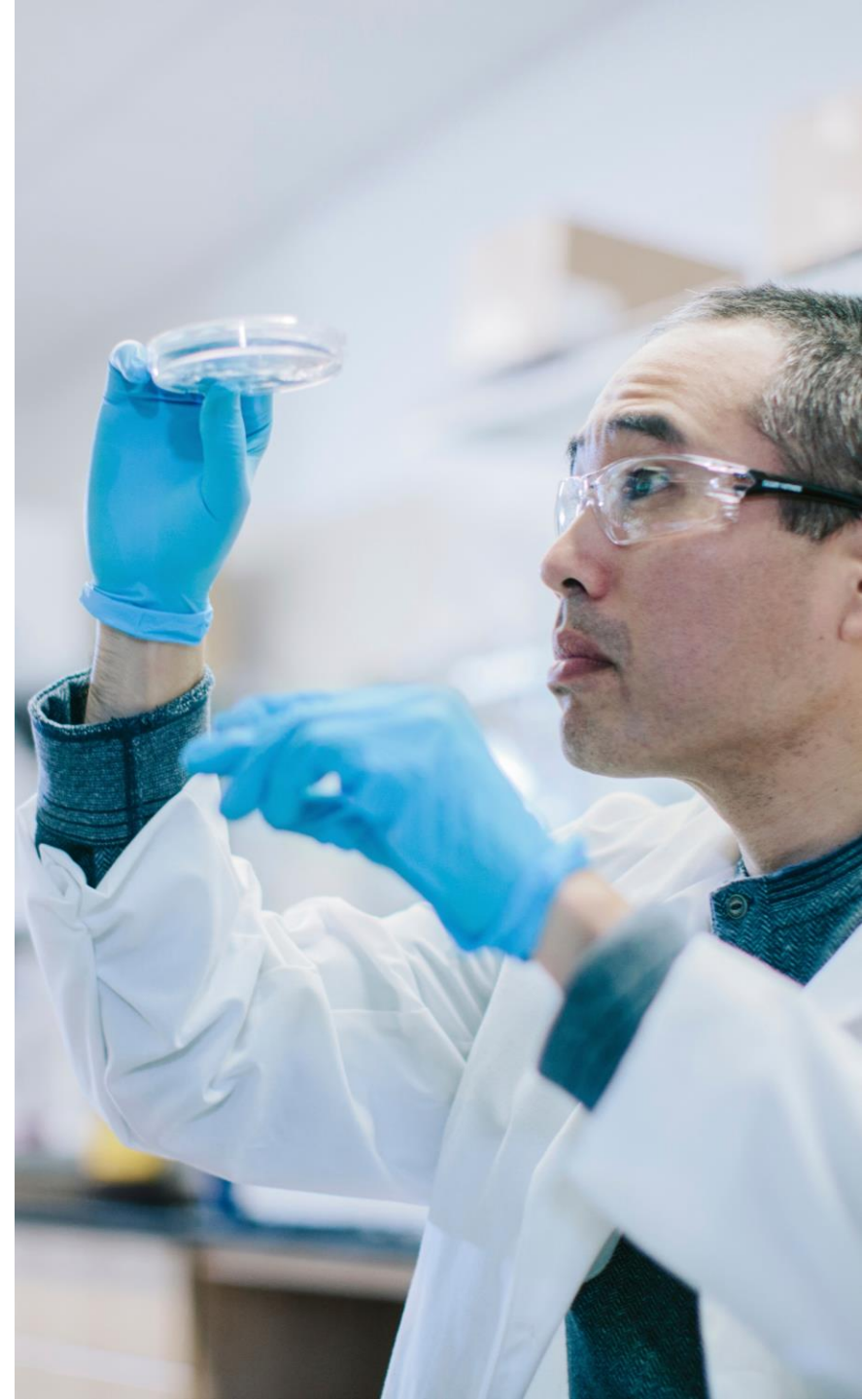
We want to make science even more powerful by ensuring it is openly available so that society can generate more knowledge and accelerate innovation, health and prosperity for all.





We place the
researcher at
the center of
everything
we do.

Enabling scientists to
develop the solutions
we need for healthy
lives on a healthy
planet

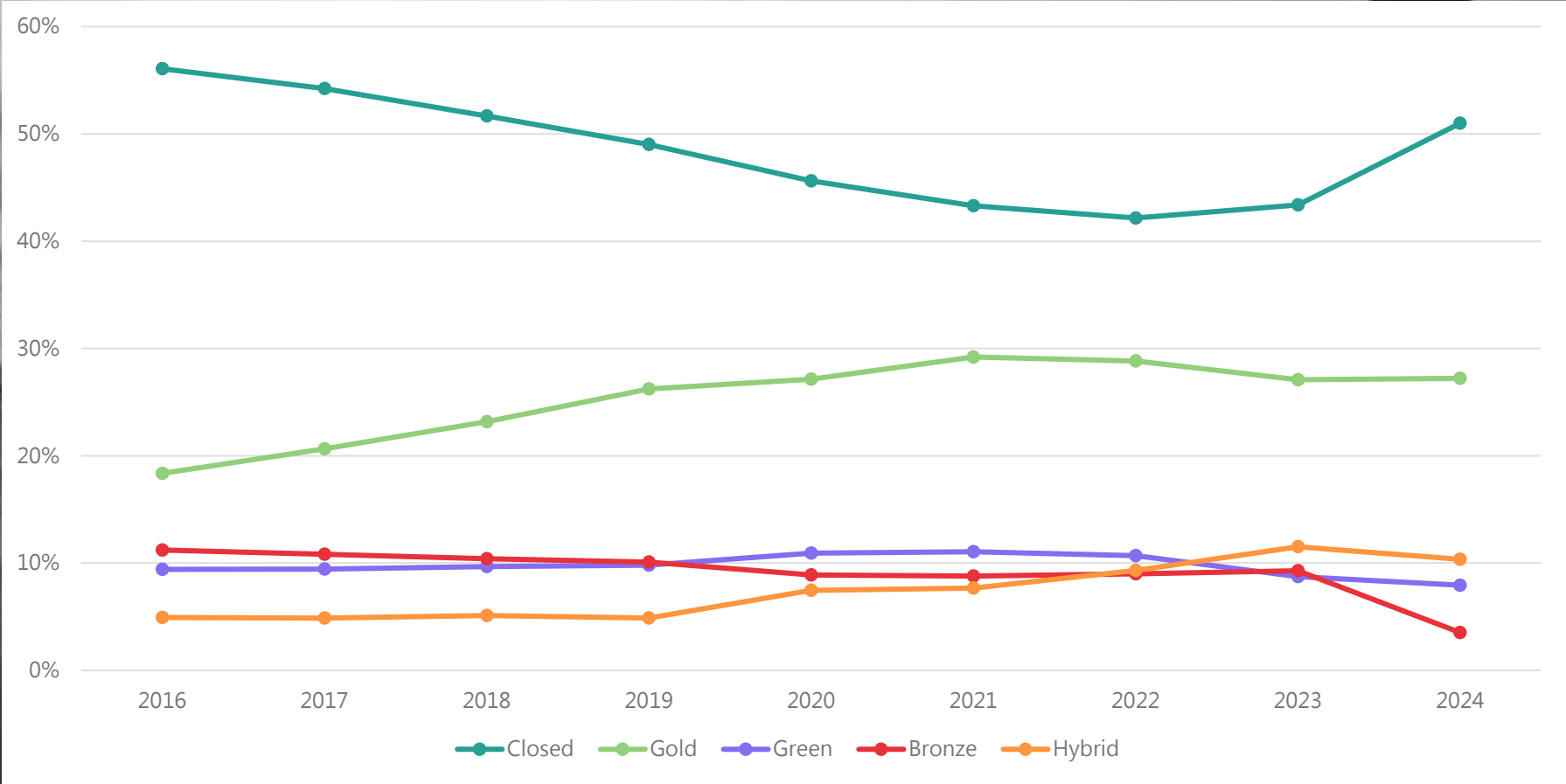


Global OA transition?

Closed



Global OA transition?



Dimensions data – 25/02/25

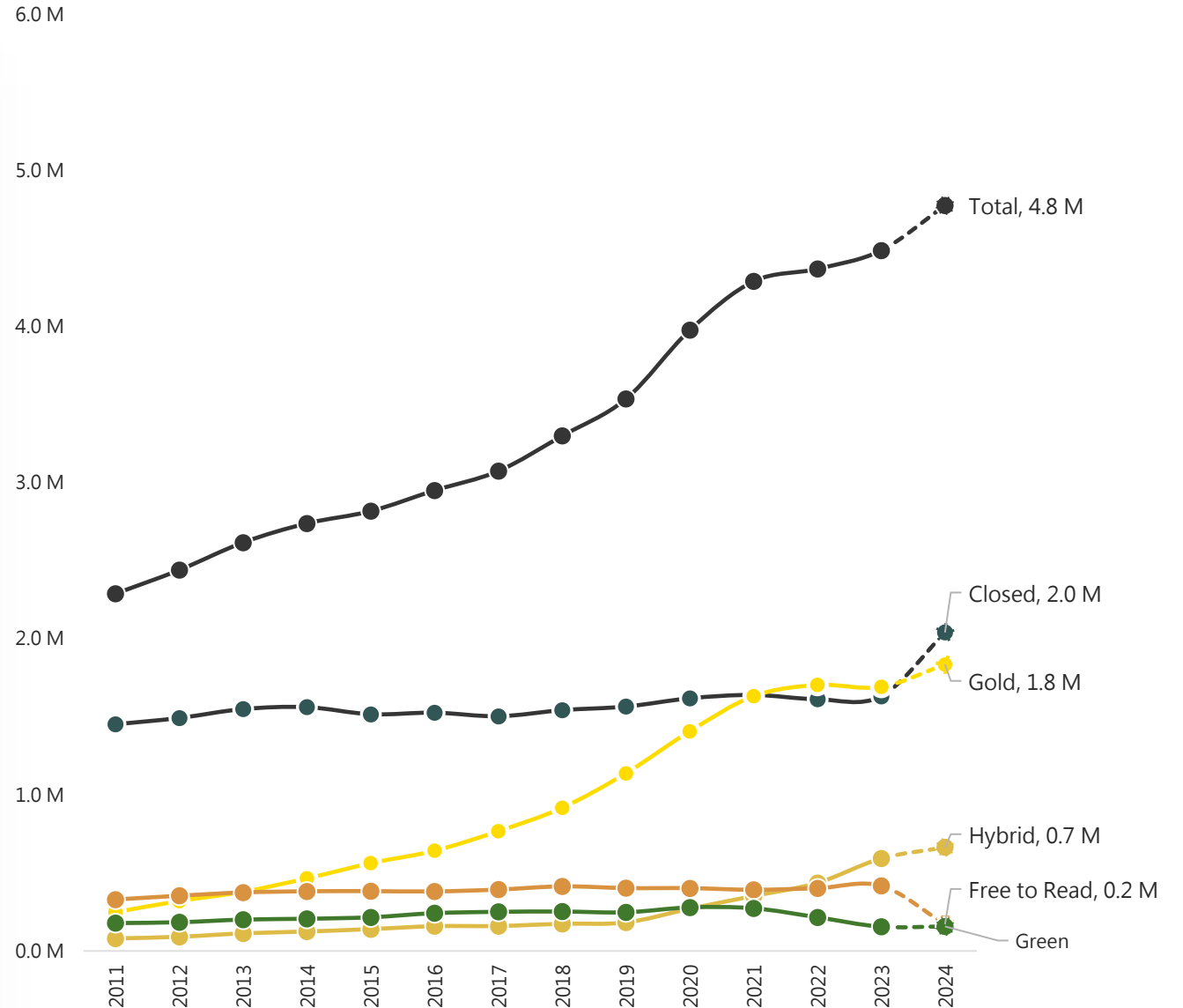
DIMENSIONS FEBRUARY 2025

Publishing output by business model

Modest market growth of up to 6% is expected in 2024, as shown in the projections. Final 2024 actuals will be available in April.

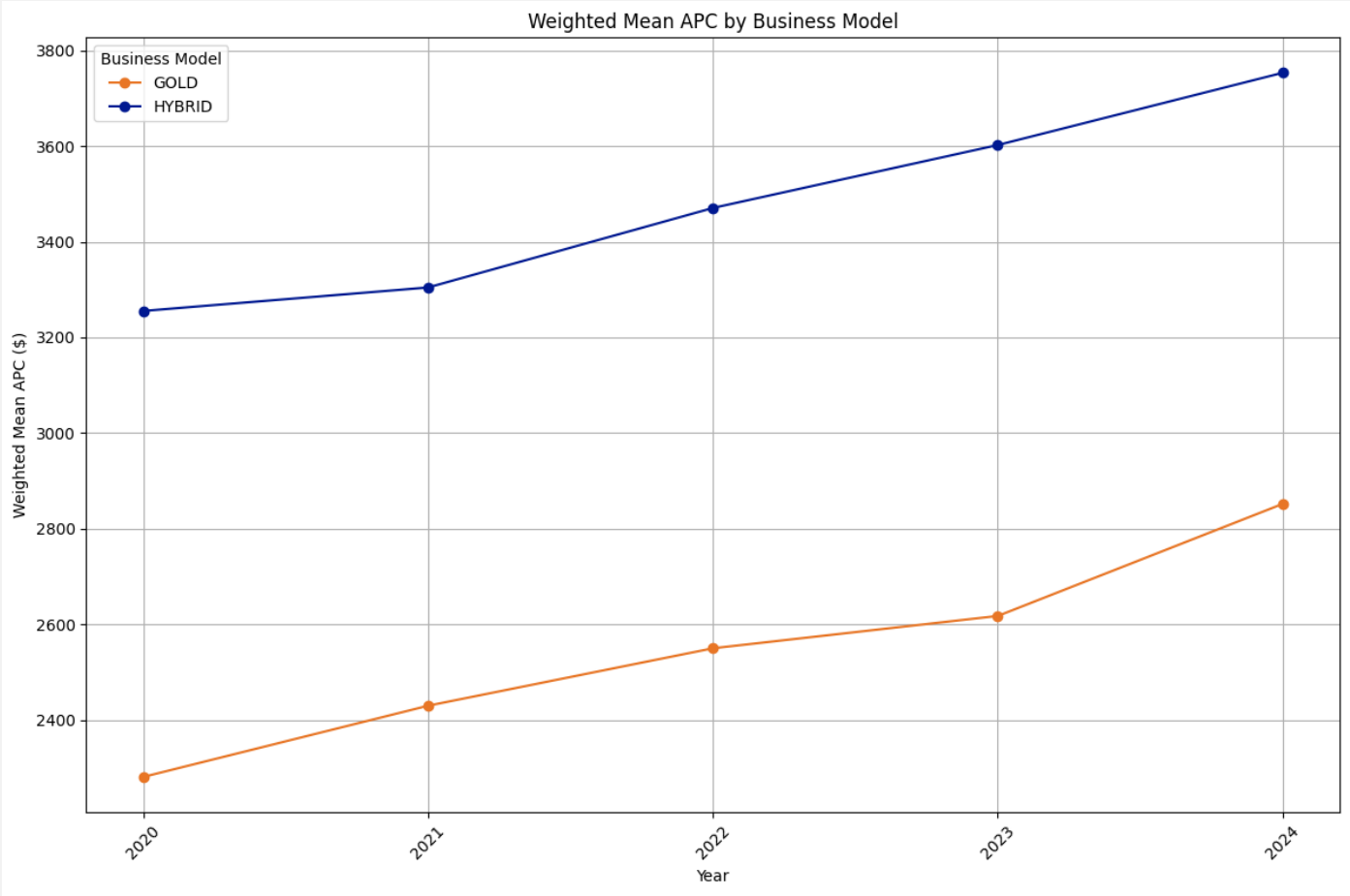
Data sources: Dimensions D&A dataset, journal content, 2025-02-01. Note that free-to-read and Green trends are heavily impacted by embargo periods and all OA assignments are subject to change in the first year following publication. Projected article counts are based on recent growth, output trends and typical indexing delays for a given market, and will develop through the course of the year to increasing accuracy. Business models are projected independently from the overall market so may not add to 100%.

Global OA transition?



Gold remains cheaper than Hybrid, although both continue to grow in cost

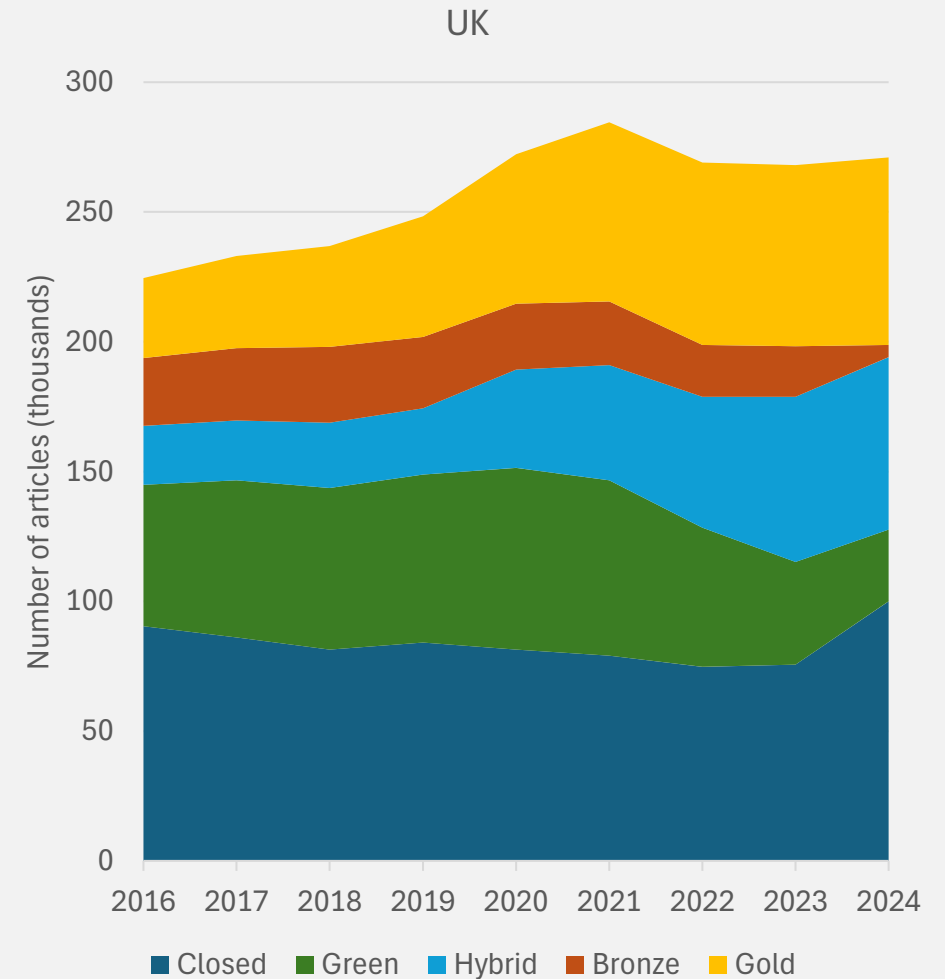
- Overall Increase:** APCs have risen steadily, with the Gold model having a slightly higher compound annual growth rate (CAGR) than the Hybrid model (4.8% vs 3.5%).
- Mean and Median Trends:** Both the mean and median APCs have increased, reflecting a broad-based rise in costs across journals. The weighted mean also indicates that prominent journals are contributing significantly to this trend.



Gold	2020	2021	2022	2023	2024	Hybrid	2020	2021	2022	2023	2024
Mean	1.926	2.029	2.111	2.179	2.325	Mean	3.075	3.143	3.291	3.396	3.535
Weighted Mean	2.281	2.430	2.550	2.618	2.852	Weighted Mean	3.255	3.304	3.471	3.602	3.753
Median	1.900	1.999	2.080	2.100	2.370	Median	3.000	3.000	3.240	3.255	3.450

“A review of transitional agreements in the UK”

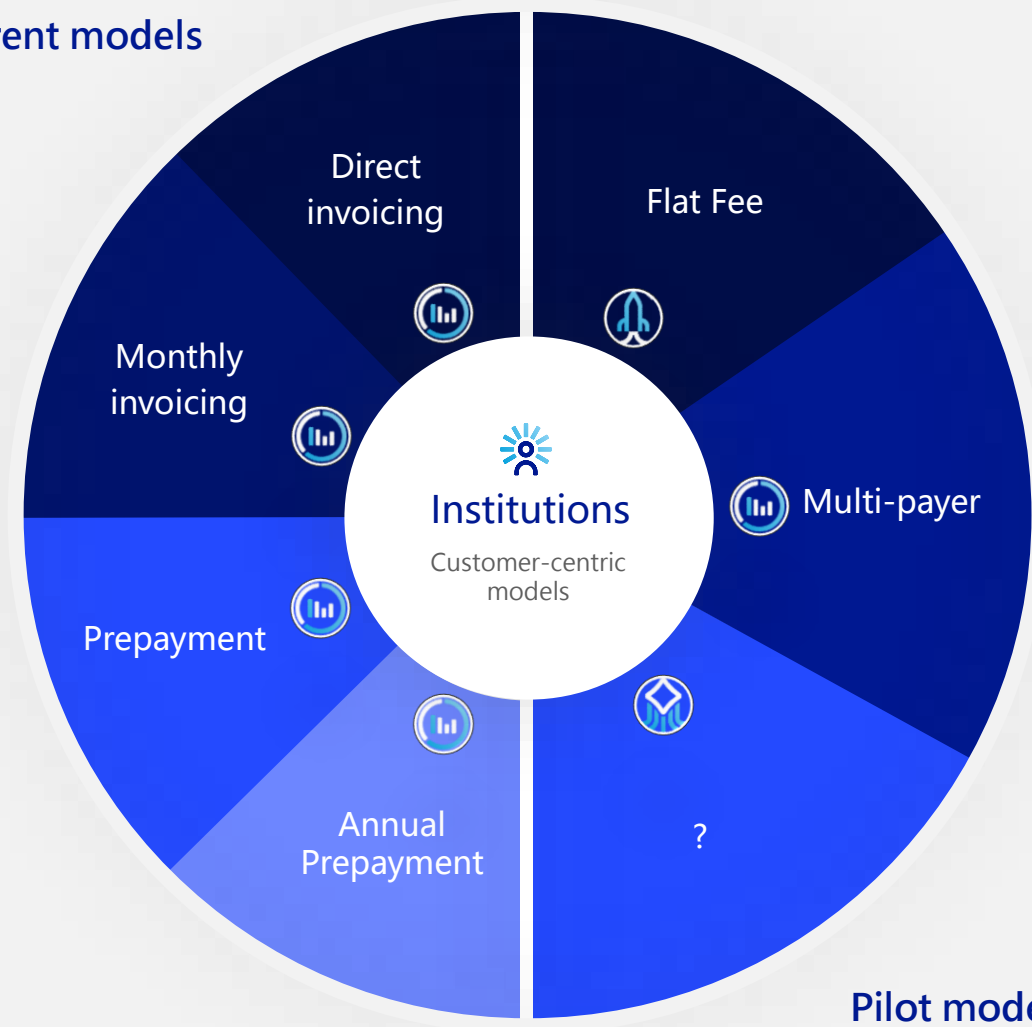
1. Trends: Hybrid OA share up, Closed share up
2. Low level of publisher's global output covered by TAs
3. Closed share in TA titles globally reduced slightly to 61%
4. Closed share in TA titles of UK CA articles remains at 40% for last five years
5. Low journal flipping rates
6. Growth in TAs has slowed
7. TAs “unlikely to prompt transition of publishers’ portfolios to OA”
8. TAs avoid costs compared to scenario of continued read-only subscriptions and APCs *[but no scenario considered where devaluated non-OA components (partially) cancelled]*
9. Costs of TAs increasing (beyond previous subscription spend) -> sustainability concerns



Institutional Partnerships Models

Frontiers Institutional Partnership Models

Current models



Key features of current and pilot models



Metered models

Costs are correlated to the actual number of accepted articles and invoices. When the article numbers go up, the costs go up.



Non-metered models (i.e. Flat Fee)

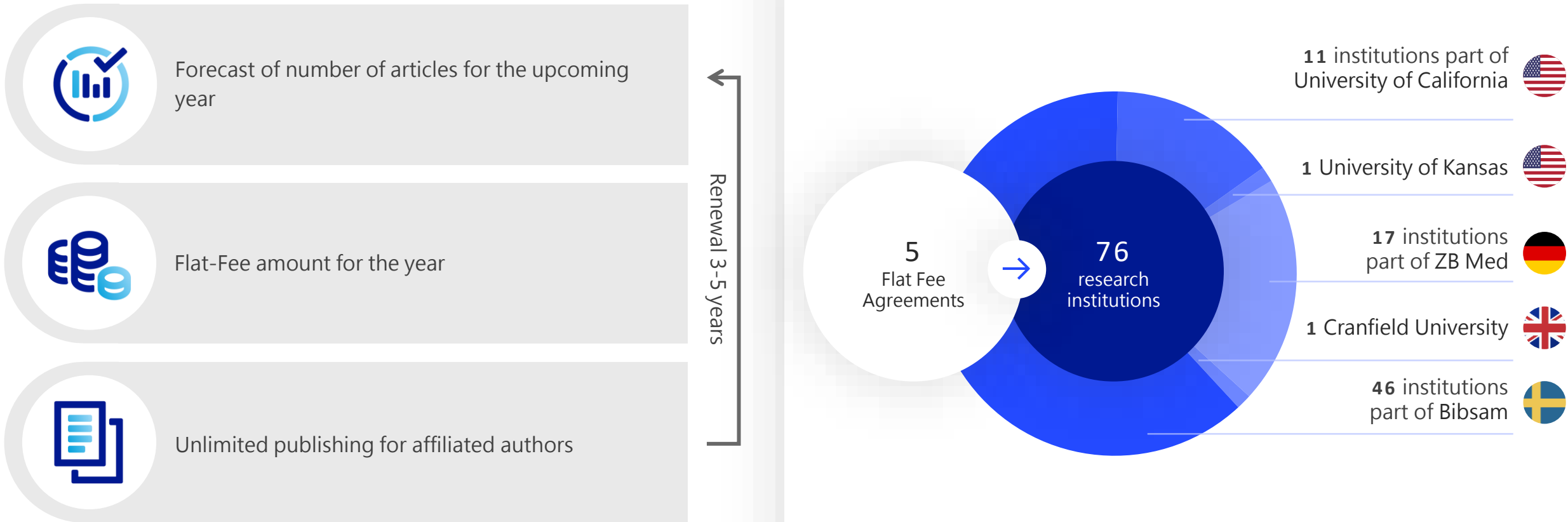
The number of actual accepted articles is not reflected. Instead, the costs are based on forecasts of the number of articles for the agreement year.



Funder contribution to costs (i.e. Multi-payer)

Multi-payer aims to gather research funder resources towards the publishing costs. Can be combined with metered or non-metered models.

Our flat fee model is a response to hybrid publishing that removes payment friction and improves author experience





The power of flat fee partnerships

Global solution for full open access transition

Planning for the future

- Cost predictability
- Budget efficiency
- Reduced admin workload

Immediately accessible

- Simplified licensing
- Compliance with intellectual property rights.
- Transparent, value-based pricing

Unlimited publishing

- No cost for the researcher
- Seamless publication process
- Increased impact (views, downloads, citations)

Institutional partnership agreements with hundreds of institutions



Alternative to TAs: Fully OA Library-Publisher Deals

1. **Lower costs:** just one-time payment, lower costs / better value for money
2. **Expedite transition:** genuinely and faster advancing global OA transition
3. **Reduce market structure issues:** fairer competition, more innovation, less oligopoly, less dependency on major legacy publishers and abusive 'hybrid' commercial tactics
4. **Increase level of openness:** higher CC-BY rate, author retains copyright, less technical protection measures better enabling machine-/AI-use
5. **Increase transparency:** more transparent prices and simpler agreements
6. **Enhance pluralism:** promote (biblio)diversify in the publishing landscape and increase author choice
7. **Align with goals:** fully OA system meets global, national, and institutional open science policies

➔ "OA first" policy: *prioritize entering competitive, transparent, and fully OA agreements over entering large-scale TAs*

Contact us

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Why Open Science?

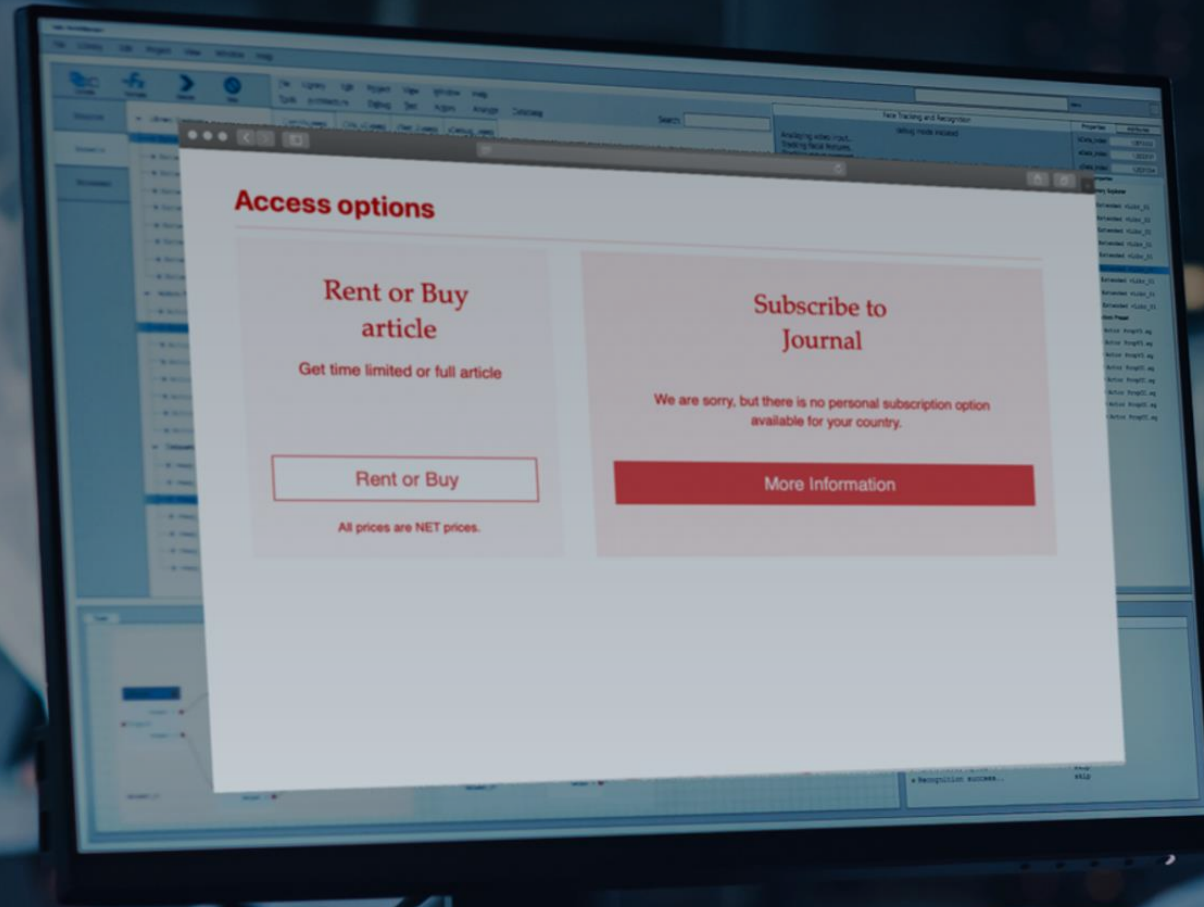
Yesterday
fossil energy

Tomorrow
clean energy



Paywalls

Open access



Covid-19



Feb. 1st 2021

Cases 102 Million

Feb. 1st 2021

Deaths 2.22 Million

2020

Economic Loss \$2-4 Trillion

2019-2020

Articles: 186' 000

of which OA: **Most**

Respiratory disease



2017

Cases 2.7 Million

2017

Deaths 7.66

Million

2015-2019

Articles: 117' 358

of which OA: **Only 21%**

Cancer



2017

Cases 100 Million

2017

Deaths 9.56

Million

2015-2019

Articles: 578' 330

of which OA: **Only 30%**

Cardiovascular diseases



2017

Cases 485 Million

2017

Deaths 17.79

Million

2015-2019

Articles: 117' 868

of which OA: **Only 26%**

Climate change

2015-2019

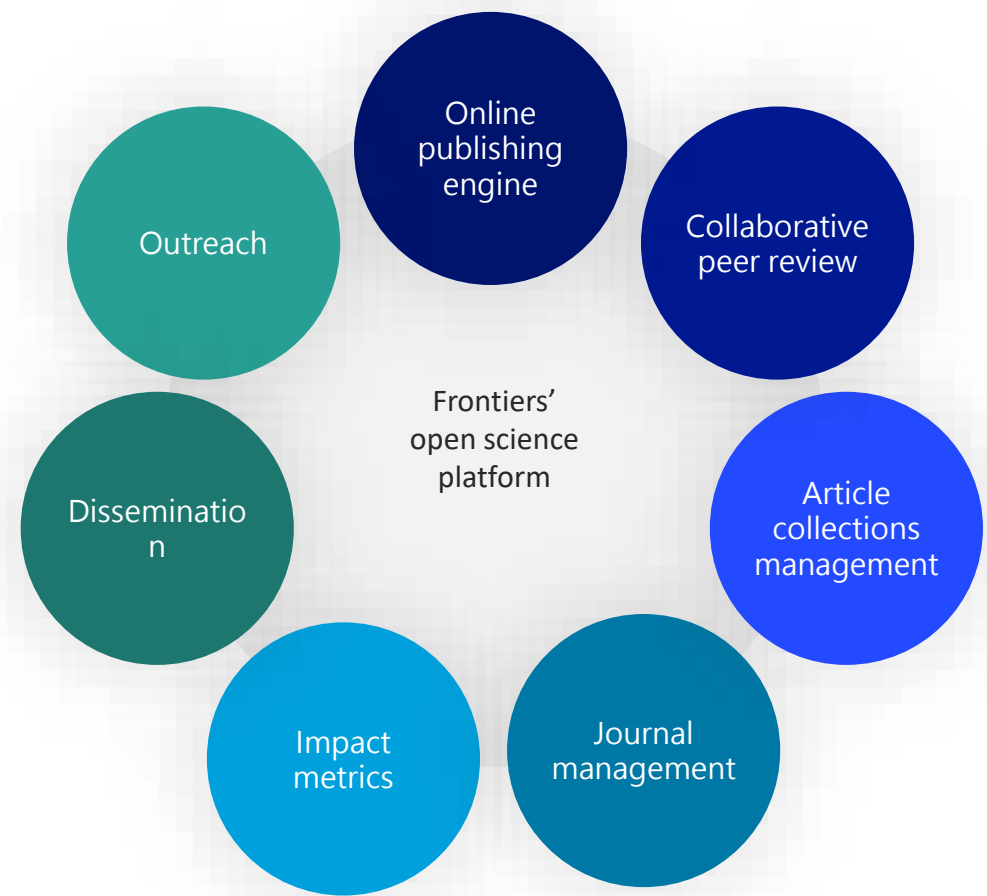
Articles: 160' 004

of which OA: Only 29%



Innovations

Our platform technology supports every aspect of science publishing



Awards



Finalist 2017



Forum100



Our platform technology supports every aspect of science publishing

Online publishing engine

- Registration
- Submission
- Review
- Publication
- Invoicing

Collaborative peer review

- Interactive review forum
- Quality checks
- AI reviewer recommendations
- Review questionnaire
- Responsive workflows

Article collections management

- Research Topics
- ebooks
- Impact
- Crosslisting
- Contributor management

Journal management

- Digital editorial office
- Performance metrics
- Quality oversight
- Article type
- Editorial board

Impact metrics

- Altmetric
- Journals
- Research Topics
- Authors
- Articles

Dissemination

- Figshare
- ORCID
- Article alerts
- LOOP

Outreach

- Frontiers for Young Minds
- Frontiers Forum Speaker Series
- Frontiers Policy Labs
- Knowledge hubs

INNOVATION

Using artificial intelligence to ensure quality publications



Matching the best experts to review a manuscript

Conducting multiple automated and standardized checks

Identifying manipulated images with repeated pattern detection

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THE NEW YORK TIMES

