

# **KoBSON**

**Serbia**

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# Achievement

- We successfully finished negotiation with Elsevier. Our 5-year contract expired last year and we had 6-months negotiation. We had excellent support from Ministry of Science (our founders), regarding negotiation, and budgeting too.

# How it was done

- Elsevier sent us several proposals, with different products included and different price increases. We had a tough negotiator on our side (Ministry Assistant), and we insisted on a much lower price increase than what Elsevier was proposing.
- We have got the asked for price increase, agreed 5-year prices, Ministry allocated some extra budget in order to improve our collections (besides SciDirect and Scopus we already had, we included e-books and SciVal).

# Advice or challenge

- Since we have subscription on e-books for one year only, we must ensure good usage and statistics. That's why we organized trainings and workshops with Elsevier representatives.
- If you negotiate, always ask for less, so there is room to negotiate 😊