

## LICENSING PRINCIPLES

### Licensing Principles

The Alberta Library (TAL) recognizes that licensing as an agent for its members is a complex arrangement, so for clarity and transparency the licensing service is guided by the following principles:

- Relationships among TAL, vendors and subscribers are partnerships that operate for the benefit of all partners. Long-lasting relationships provide the best model for supporting success for all partners.
- Each subscriber is autonomous and makes decisions about participation in consortial license agreements according to their own priorities.
- For a license agreement to be offered through TAL, it must provide a benefit to the subscriber. Therefore, TAL pricing must be better than prices offered to individual libraries. In general, discounts range between 15%-30%, or more. Products with 9% or less discount are only pursued on a case-by-case basis and may require CEO approval or evidence of other benefits to members.
- Vendors benefit from working through TAL as they get an effective method for negotiation through one office, billing with one invoice, and sharing information through a shared infrastructure. They also receive the benefit of streamlined implementation and troubleshooting. Vendors must be able to support central invoicing and communication with TAL.
- TAL values open and transparent communication with its members, therefore final pricing and license conditions for all products will be shared with all member libraries. TAL will not work with a given vendor if a non-disclosure agreement would apply to pricing or license terms.
- TAL uses best efforts to negotiate pricing for all members, including those who already subscribe to a product. Our expectation is that if a new consortial offer is made available, existing direct subscribers will be able to join it and take advantage of more advantageous pricing.
- It is expected that any price increase would be no higher than CPI (up to 5%), unless there has been substantial product development or new content. Larger increases are subject to greater review and may require justification for the greater increase.
- Licensing services to non-members are offered at a premium to maximize the benefit to members, in accordance with the services to non-members policy.
- TAL works with other Canadian consortia to offer the best prices for our members and for the convenience of our members who also belong to other consortia.
- For the ease of its members and in alignment with TAL best practices, preference will be given to vendors who are willing to use/amend the TAL model license agreement. Our expectation is that our agreements will include a signed license agreement that will be negotiated and agreed upon by TAL and our vendor partners. We cannot negotiate agreements where a click-through license for users supersedes or replaces a signed license agreement.
- Any Generative AI clauses within signed license agreements will supersede internal TAL policy. The creation and enforcement of use policies for any enhanced technology (e.g. Generative AI products) licensed through TAL are the responsibility of the purchasing library.
- Negotiation and implementation of site licenses will be based upon open, sound, accountable, and ethical procurement practices.

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### Related Documents

- *Model License Agreement*

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