

**To HEAL-Link, Prof Mitrou:**

Amsterdam July 1<sup>st</sup>, 2013

Re: Access to ScienceDirect and Scopus in Greece - Ref. Letter to Publisher dated 12<sup>th</sup> June, 2013

Dear Prof. Mitrou,

For the past 10 years, Elsevier has been honored to provide unlimited and virtually nation-wide access to over 1,900 full-text Elsevier journals to researchers, faculty, and students at more than 60 universities and governmental institutions in Greece. This access has been made possible through the access agreements that Elsevier held with the HEAL-Link consortium.

The results of this partnership have been significant:

- Usage (article downloads) has increased by more than 20% versus 2011 (Projected usage 2013: 4,3 million downloads from Elsevier titles).
- 'Cost per article (CPA) downloaded' in Greece has steadily decreased and is at 1 Euro per article downloaded this year. This means a 33% decrease compared to 2011.
- The scientific article output of Greece has increased from approximately 8,000 articles to over 17,000 articles annually over the past 10 years (16,861 on 2012 Scopus data).
- More than 30% of all articles published by Greek researchers are published in Elsevier journals.
- Approximately 1 out of 2 articles used by Greek researchers is from Elsevier's ScienceDirect.

These points underscore the importance of continued access to our journals on ScienceDirect and the impact this access has had on the scientific output of your institution and Greece. While we should all take pride in this accomplishment, we must inform you that the current agreement between the HEAL-Link consortium and Elsevier expired on 31 December 2012 and that a formal agreement for renewal is not in place. Despite our joint efforts to come to a satisfactory agreement with HEAL-Link for ScienceDirect and Scopus access for 2013-2015, we regret to hear that up till now Government funds for such an agreement have not been made available.

Throughout the last six months, while we have worked to resolve these difficulties, we have provided full access to the Greek research community without a valid agreement. Unfortunately, this situation is no longer sustainable. Accordingly, without a new agreement beyond 2012, or an extension to the LOI, we are unable to guarantee current service levels. Consortium access will be downgraded to "trial status", with researchers likely to experience intermittent interruptions of access to articles on ScienceDirect (from 2013 and beyond), as well as Scopus.

We regret to see the potential discontinuation of one of the most successful research partnerships in the world. The partnership between HEAL-Link and Elsevier has enabled us to help all academic and research institutions in Greece to procure and share digital resources, dramatically increasing the size and quality of the nation's scientific output. We are committed to continue to work with you to find a solution for this unfortunate situation and to restore full access to our solutions, building on our existing partnership to help nurture a vibrant national research culture.

Should you wish to discuss this situation further, please do not hesitate to contact me.

With sincere regards,

Claudio Colaiacomo