

INASP's principles of responsible engagement for publishers

INASP works with publishers to enable affordable and sustainable access to online resources to developing countries in Africa, Asia and Latin America.

We work with national library consortia or equivalent bodies so that they can meet the information needs of their researchers.

Research can help countries to become better equipped to solve their development challenges. Access to the latest information is essential for any strong research and knowledge system.

These principles have been discussed in blogs [here](#) and [here](#).

For further information about INASP's principles and discuss how these can be applied, contact Anne Powell apowell@inasp.info.

INASP urges publishers moving towards direct, commercial partnerships in developing countries to engage responsibly and to support genuinely sustainable and affordable access by:

Making an effort to understand the country context

- understanding the consortium's needs and going beyond the capital city

Respecting a country's wish to negotiate as a consortium or purchasing club

- looking for alternative routes or withdrawing access during negotiations can damage relationships and reputations

Not making sudden changes

- explain plans early and give consortia time to prepare. A three to five-year plan for engagement is likely to be more effective

Thinking medium to long term on pricing

- budgets won't have increased just because countries are able and willing to deal directly

Being realistic about sales expectations

- where increases are needed, make these affordable, incremental and predictable.