

# Welcome to EMUG 2016

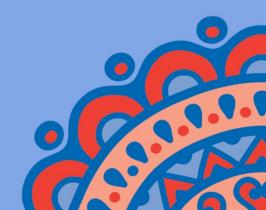






### Fee Processing

**Betsy Hopkins**, Client Services Project Manager bhopkins@ariessys.com



#### Agenda

- Fee Processing Overview
  - What is it?
  - Why would you need it?
  - How would you do it?
- Commerce Manager
  - Submission Fee
  - Ad Hoc Fees
- Article Processing Charges (APCs)
  - Integration with RightsLink by Copyright Clearance Center
- Conclusion

#### Fee Processing

An Overview

#### What is it?

- Fee Processing way of handling fees as part of the workflow in a seamless way
- These may include:
  - Submission Fee
  - Ad Hoc Fees
  - Publication Charges
  - Page Charges
  - Color Charges

#### Why would you need it?

- Accommodate changing business models
  - Open Access
- Increased pressure to boost and/or diversify revenue streams
  - Publication Fees
  - Submission Fees

#### How would you do it?

- Points to consider:
  - Integrated way to charge fees that isn't disruptive for authors
  - Easy to use (authors and staff)
  - High level of security
  - Compatible with accounting systems
  - Configurable to suit your needs

#### How would you do it?

- Commerce Manager Editorial Manager product
  - Submission Fee
  - Ad Hoc Fees
- Article Processing Charges (APCs)
  - Integration with RightsLink by Copyright Clearance Center
  - Publication Charges
  - Production-related charges

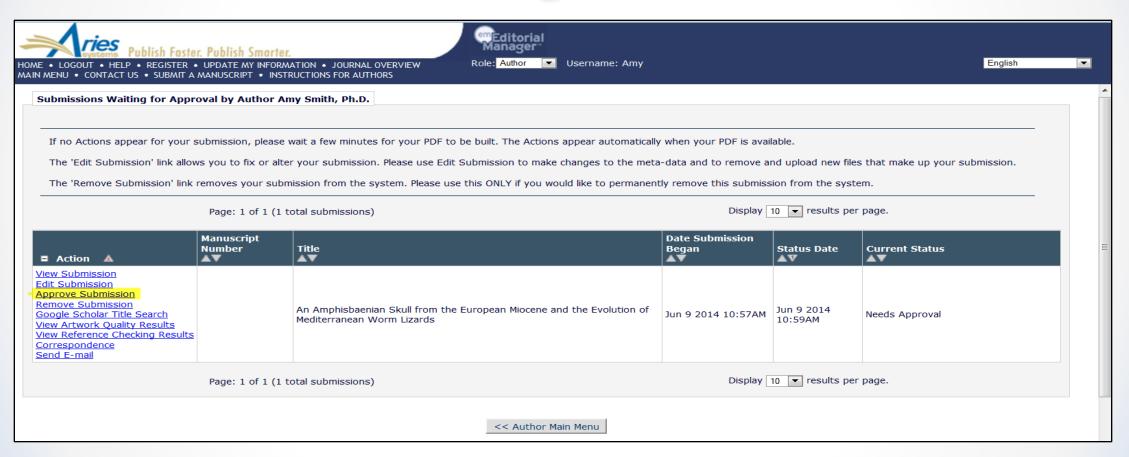


An Overview

#### Commerce Manager

- Integrated and easy way to charge author fees
- Multiple payment options, e.g. credit cards
- Easy Author Tracking with Editorial Manager
- Ability for staff to easily run reports on all pending, late or completed charges
- Ability to export data to integrate with your accounting system
- Highly configurable by staff administrators

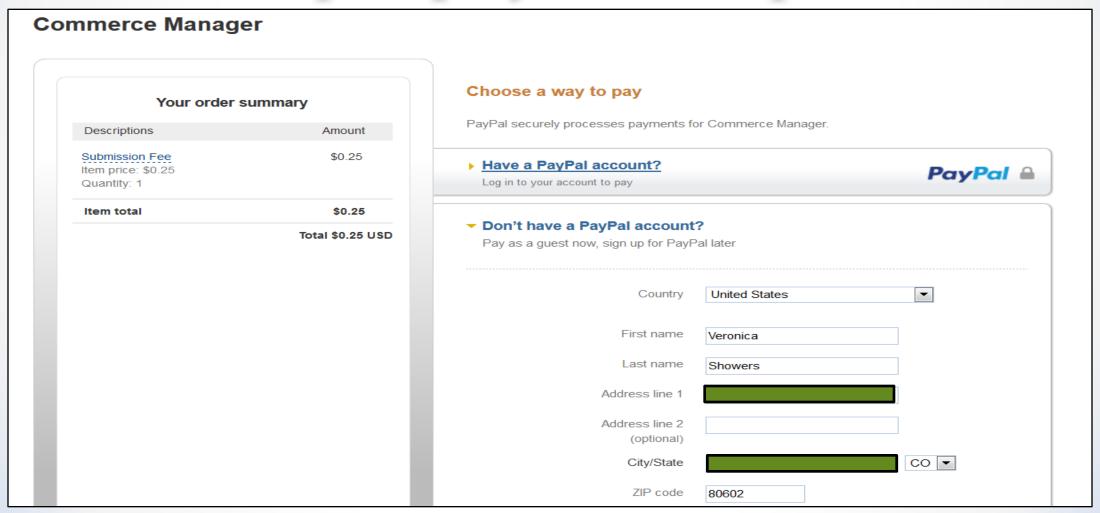
# Integrated and easy way to charge fees

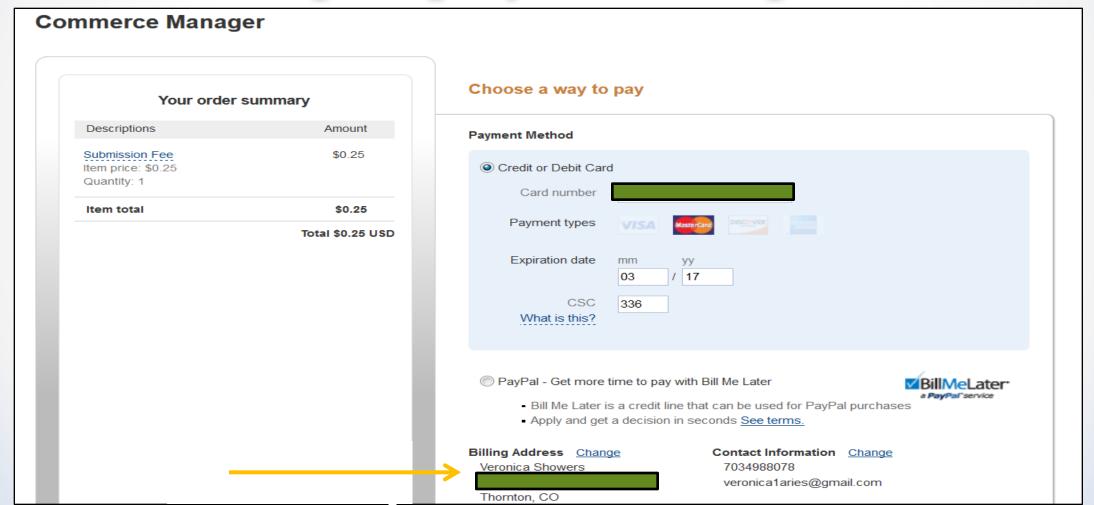




- Each fee can be configured to include different payment options:
  - Credit Card
  - o "Bill Me"
  - Request Waiver
  - Request Institutional Waiver

Example: Credit Card





#### **Commerce Manager**

You just made a payment of

\$0.25 USD

#### Print receipt

#### Paid to

Commerce Manager paypal@editorialmanager.com 978-975-7570

#### Thanks for your order



Veronica, you just completed your payment.

Your receipt number for this payment is: 5101-6728-8573-2654.

We'll send a confirmation email to veronica1aries@gmail.com. This transaction will appear on your statement as PayPal \*COMMERCEMAN.

Return to Commerce Manager

Payments processed by PayPal

## Easy Author Tracking



# Easy Author Tracking



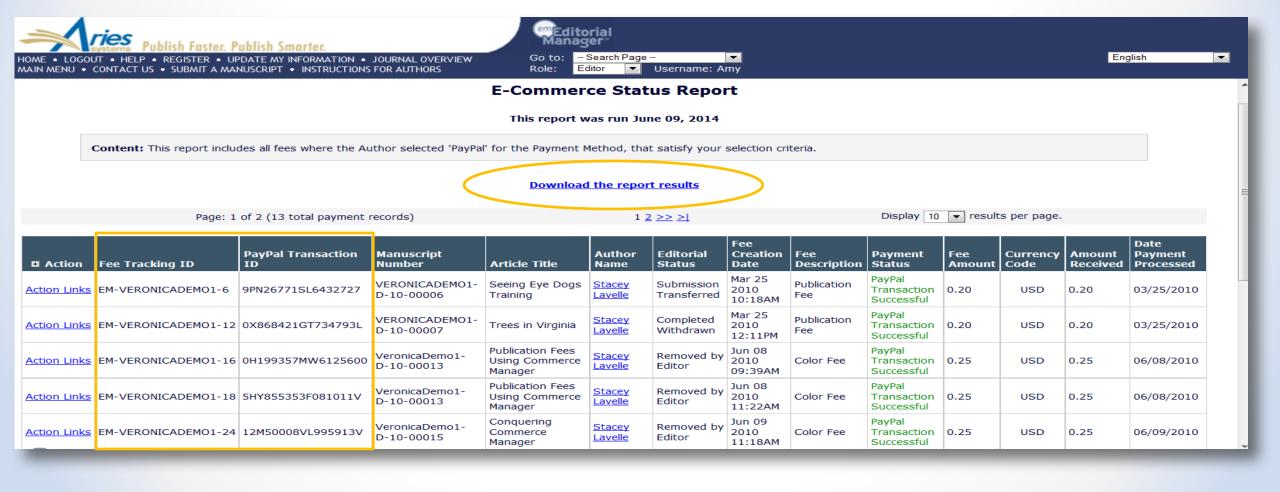
#### Ability to easily run reports



#### Ability to easily run reports



### Ability to export data



#### Highly configurable

#### PolicyManager Main Menu

Expand All

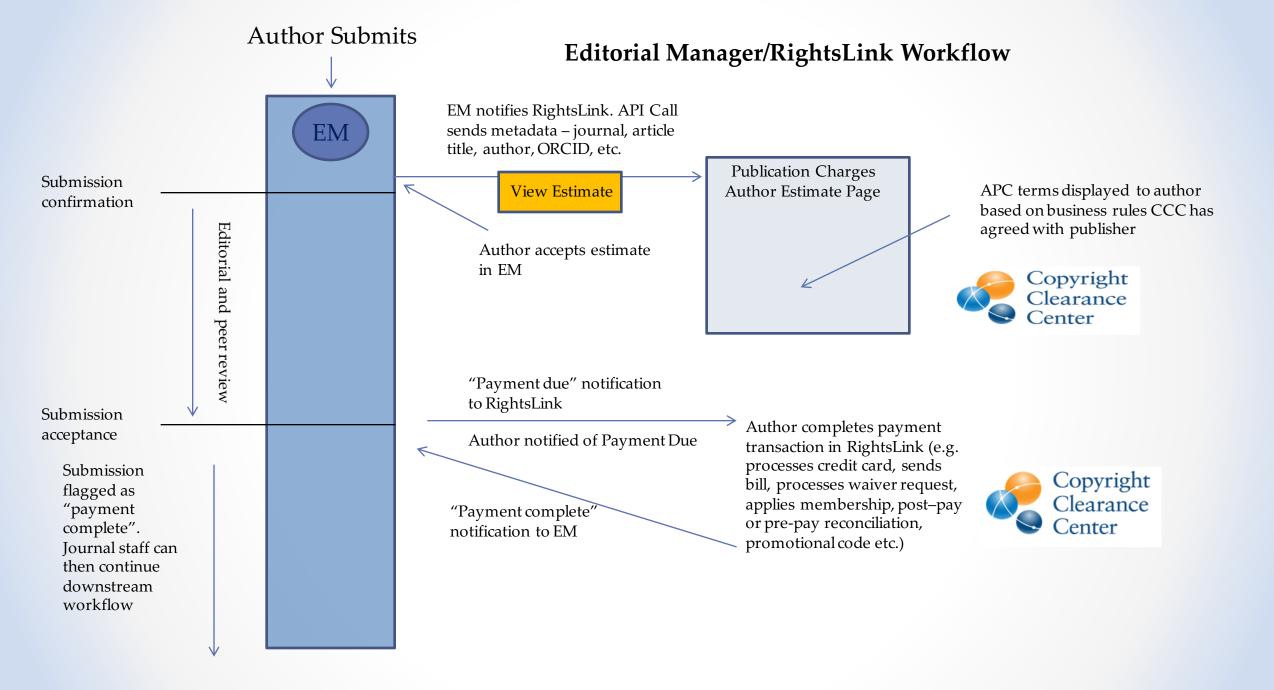
Collapse All

- **⊞** Registration and Login Policies
- **Submission Policies**
- **Questionnaire Policies**
- **■** Additional Data Policies
- **⊞ Editor Assignment Policies**
- **⊞ Reviewer and Editor Form Policies**
- **⊞ E-mail and Letter Policies**
- **⊞** General Policies
- **Discussion Forums**
- **⊞ Linked Submissions Policies**
- **⊞ Conference Submission Policies**
- **■** Transmittal Policies
- □ Commerce Manager
  - Configure Author Submission Fees
  - Configure Pricing Options
  - Create Fee Templates
  - Edit Fees and Payments Instructions
  - Set Author Payment Deep Link Expiration Policy

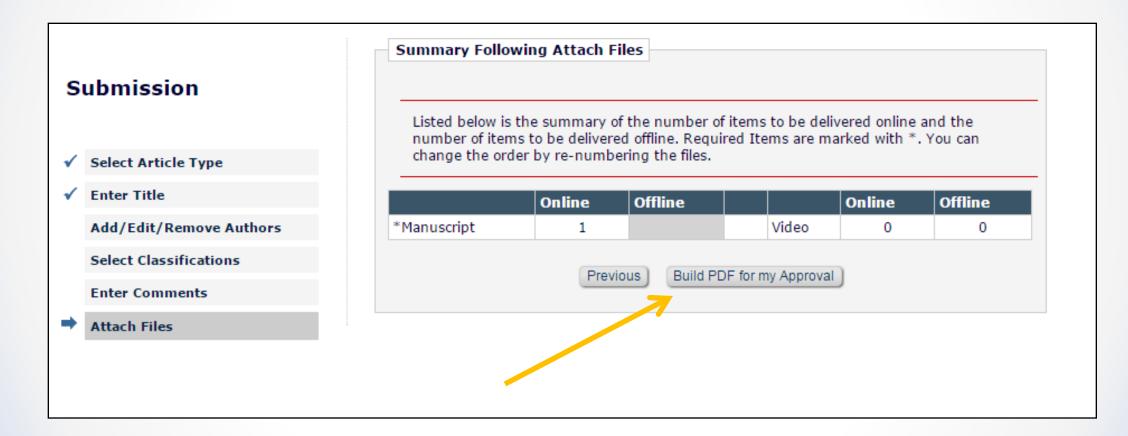
## EM and Article Processing Charges







#### **Production Initiated** ProduXion Manager/RightsLink Workflow **Production Task** configured to trigger a Publication Charge "Payment due" notification to Additional metadata delivered to call to Rightslink CCC RightsLink that may drive production fees (color charges, Copyright page charges). Clearance **Production Task** configured to trigger a Publication Charge "Payment due" notification to call to Rightslink Author completes payment CCC transaction in RightsLink (e.g. processes credit card, sends bill, Copyright processes waiver request, "Payment complete" promotional code etc.) notification to PM



Publication Charges

You may choose to submit this manuscript for Open Access publication. Please click the 'View Publication Charges' button to see the estimated Article Processing Charge.

If you would like to submit this manuscript for Open Access publication, please select the 'Yes' radio button below. If you do not wish to submit this manuscript for Open Access publication, please select the 'No' radio button below.

When you have made your selection, please click the 'Proceed' button.

The Author clicks the "View Publication Charges" button

View Publication Charges

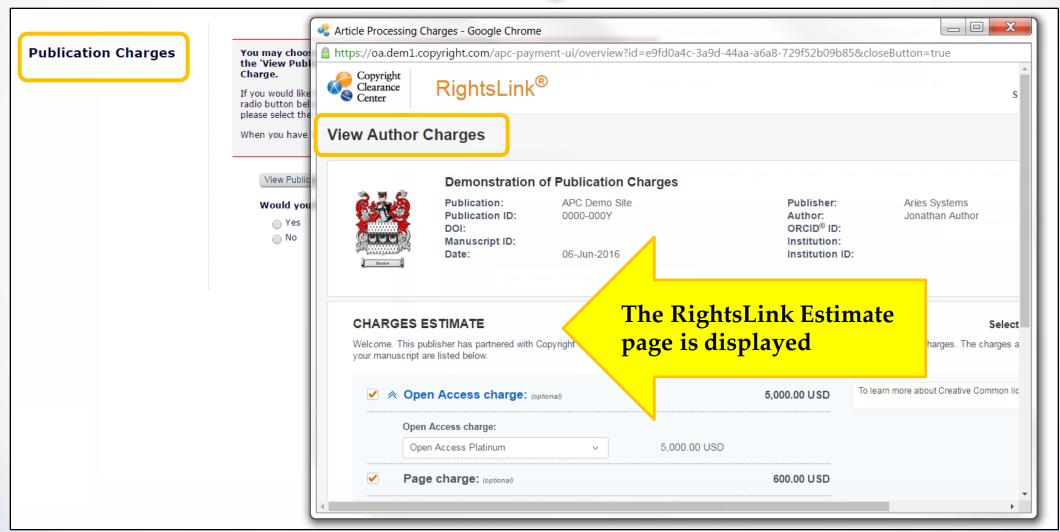
Would you like to submit this manuscript for Open Access publication?

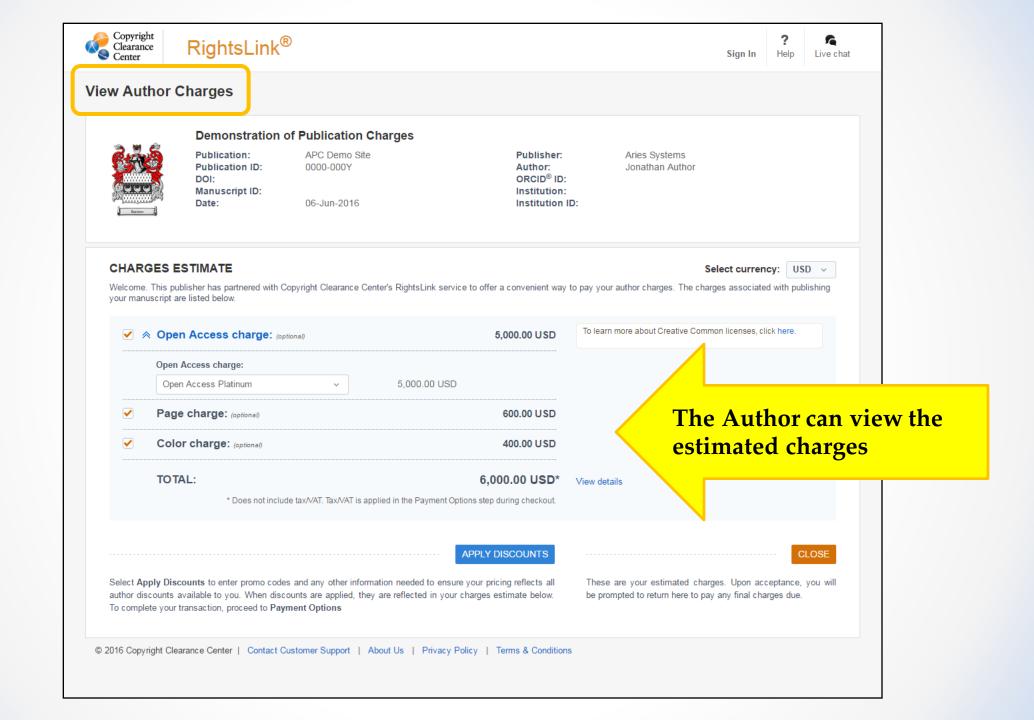
Yes

O No

Cancel

Proceed





Publication Charges

You may choose to submit this manuscript for Open Access publication. Please click the 'View Publication Charges' button to see the estimated Article Processing Charge.

If you would like to submit this manuscript for Open Access publication, please select the 'Yes' radio button below. If you do not wish to submit this manuscript for Open Access publication, please select the 'No' radio button below.

When you have made your selection, please click the 'Proceed' button.

The Author selects the 'Yes' or 'No' button and clicks [Proceed]

View Publication Charges

Would you like to submit this manuscript for Open Access publication?

- Yes
- No

Cancel

Proceed



This manuscript must be submitted for Open Access publication. An Article Processing Charge (APC) will be assessed if the paper is accepted for publication. Please click the 'View Publication Charges' button to see the estimated APC.

If you agree to submit this manuscript for Open Access publication, please select the 'Yes' radio button below. If you do not wish to submit this manuscript for Open Access publication, please select the 'No' radio button below; your submission will be located in the 'Incomplete Submissions' folder and you may click the 'Remove Submission' link if you do not wish to submit the manuscript.

When you have made your selection, please click the 'Proceed' button.

View Publication Charges

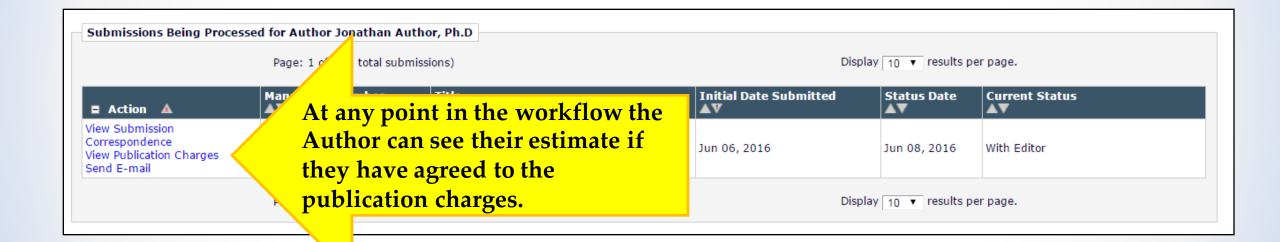
Do you agree to su it this manuscript for Open Access publication?

Yes

If the Author clicks "no" when the APC is required, they cannot submit.

WARNING: This manuscript must be submitted for Open Access Publication.





#### APC Payment

- Payment Due call to RightsLink can be triggered at one of two points in **Editorial** process:
  - Author Notification of any decision in the "Revise" or "Accept" decision family
  - Final Disposition of Accept
- Author can be notified via Decision Letter or a letter triggered by "Publication Charges Payment Requested" event
- Merge field %APC\_EXTERNAL\_LINK% can be used in either letter

Ref.: Ms. No. APCDEMO-D-16-00012 Demonstration of Publication Charges APC Demo Site

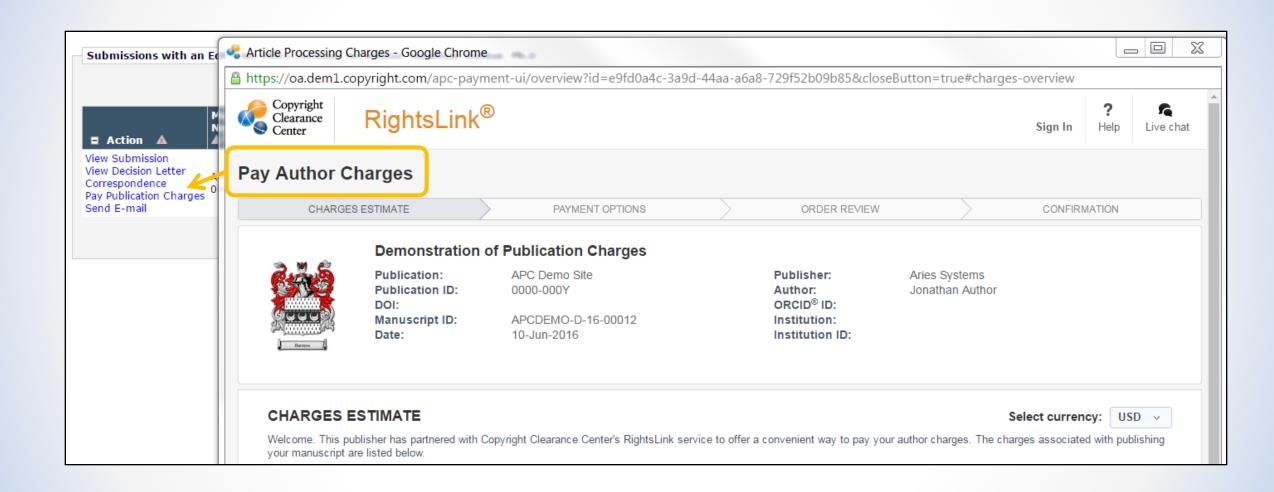
Dear Dr. Author,

congratulations on the acceptance of your paper. Please pay the agreed upon fees via this link: <a href="https://oa.dem1.copyright.com/apc-payment-ui/overview?id=e9fd0a4c-3a9d-44aa-a6a8-729f52b09b85&closeButton=true">https://oa.dem1.copyright.com/apc-payment-ui/overview?id=e9fd0a4c-3a9d-44aa-a6a8-729f52b09b85&closeButton=true</a>

Regards, The Journal

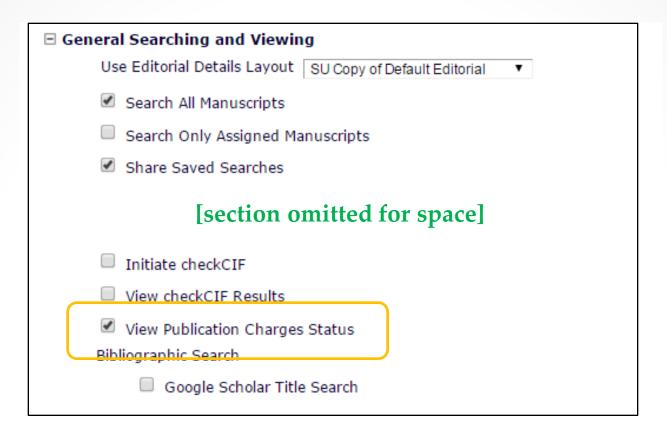
#### The Author clicks the link in the letter or the link in a folder to access the RightsLink for Open Access Payment page





### Editorial

- Editors and Reviewers have no visibility in EM on whether the Author has agreed to charges (in case of hybrid journal).
- Once "Payment Due" has been triggered, flags in EM show the status of the payment.
  - Visibility to flags is determined by RoleManager permission.



- Payment Complete Successful
- Payment Complete Unsuccessful

### **Configure Publication Charges Processing**

Select the event that will trigger a Payment Request for Publication Charges.

If 'None' is selected, a Submission Production Task must be configured to trigger the 'Payment Due' call. If an Editorial event is selected to trigger the initial call, subsequent Payment Due calls may be triggered as Submission Production Tasks. The task may be assigned manually or automatically.

The instructions to Authors that is displayed on the optional and required 'Publication Charges' pages may be customized.

Either 'Optional' or 'Required' must be selected in the 'Apply Publication Charges' dropdown menu on the 'Edit Article Type' page in order for the Author to see either the optional or required 'Publication Charges' page.

#### Select an Editorial Event to Trigger the Publication Charges Payment Due Event

Notify Author of selected decision(s):

Please select Decision Term(s)
Accept
Revise
Super Editor Decision

- Set the Final Disposition to 'Accept', 'Accept and Transmit' or 'Accept for Extraction'
- None (Publication Charges Payment Due must be triggered by assigning a Submission Production Task)

#### Prevent Submission if the Author does not view the Publication Charges

Select this checkbox to prevent Authors from submitting an Open Access manuscript if the Payment System is unavailable or the Author does not view the Publication Charges. Authors will be able to continue editing the submission, but will not be able to submit the manuscript to the Editorial Office.

Prevent submission if the Payment System is unavailable

Customize	Publication	Charges	Instructions	for	the	Author

Area	Instructions			
Optional 'Publication Charges' Page	Insert Special Character			
Instructions	<pre></pre>			
	View Default Revert to Default Instructions			
Optional 'Publication Charges' Page Question	Insert Special Character			
	Would you like to submit this manuscript for Open Access publication?			
	View Default Revert to Default			
	Instructions Instructions			
Required 'Publication Charges' Page	Insert Special Character			
Instructions	<pre></pre>			
	View Default Revert to Default Instructions			
Required 'Publication Charges' Page Question	Insert Special Character  Do you agree to submit this manuscript for Open Access publication?			
	_			
	View Default Revert to Default Instructions Instructions			

### Configure Publication Charges Processing

Select the event that will trigger a Payment Request for Publication Charges.

If 'None' is selected, a Submission Production Task must be configured to trigger the 'Payment Due' call. If an Editorial event is selected to trigger the initial call, subsequent Payment Due calls may be triggered as Submission Production Tasks. The task may be assigned manually or automatically.

The instructions to Authors that is displayed on the optional and required 'Publication Charges' pages may be customized.

Either 'Optional' or 'Required' must be selected in the 'Apply Publication Charges' dropdown menu on the 'Edit Article Type' page in order for the Author to see either the optional or required 'Publication Charges' page.

#### Select an Editorial Event to Trigger the Publication Charges Payment Due Event

Notify Author of selected decision(s):

Please select Decision Term(s)
Accept
Revise
Super Editor Decision

- Set the Final Disposition to 'Accept', 'Accept and Transmit' or 'Accept for Extraction'
- None (Publication Charges Payment Due must be triggered by assigning a Submission Production Task)

- For PM users:
  - Author Notification of payment due is triggered by a Production Task
- Author can be notified via letter triggered by "Publication Charges Payment Requested" event, or a selected letter for that task
- Merge field %APC\_EXTERNAL\_LINK% can be used in either letter

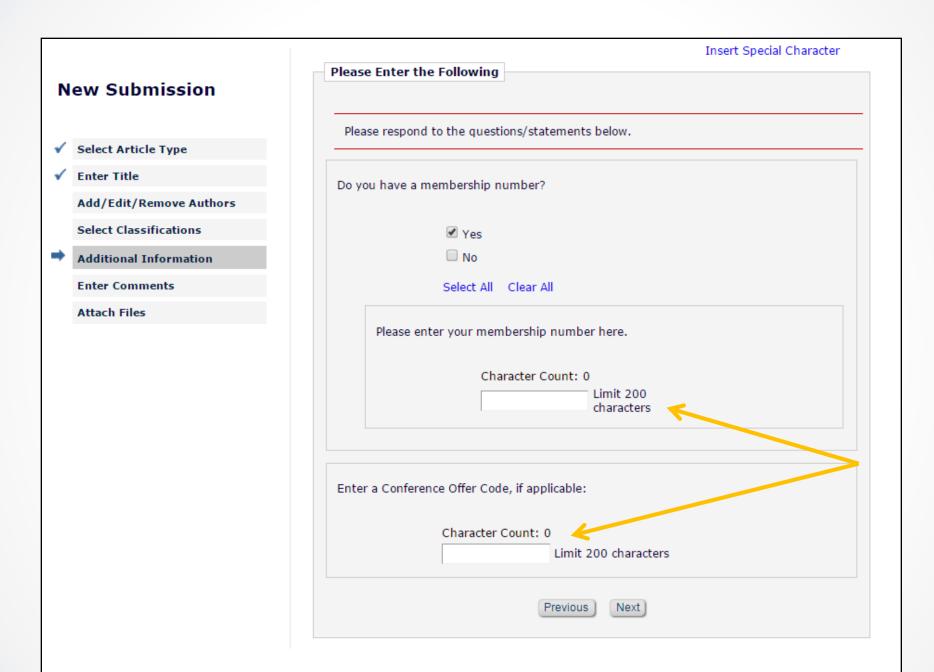
Add Submission Production Task					
	Cancel Submit				
	Insert Special Character				
New Production Task Name:	Composition - details complete				
	Maximum Production Task Name is 100 characters				
ssignment Options					
must select a specific user to be identified as	ne actions listed below. Because this process occurs automatically you the assignor and a specific user to receive the task. You should also atically selected, unless this task is not used to process files.				
Assign Automatic	ally when Production is initiated (if this is the first task in the workflow)				
Assign Automatic	ally when all Trigger Tasks are completed (if configured in the workflow)				
Automatic End Production when the Task is C	Completed and there are No Other Open Tasks in the Workflow.				
☐ End Production Au	utomatically after this task is Completed				
Production view, or all Submissions in a Sche tasks that are specifically configured to allow	a set of submissions selected from the Search Submissions Results dule Group selected from the Manage Schedule Groups folder. Only batch assignment can be used in these cases. Tasks that are Author Only' cannot also be configured to Allow Batch Assignment.				
Allow Batch Assig	nment				
	ed to also trigger a Publication Charges Payment Due letter and dition to the initial trigger that occurs when the Author is notified of a on is set to Accept.				
☑ Trigger 'Publication Charges Payment Due'					
Letter Options:	ctionManager 'Publication Charges Payment Requested' letters				
	ng letter to the Corresponding Author only Please Choose a Letter ▼				
	if APC Status is already 'In Process' or 'Complete'				
🗖 Do not trigger	on repeated assignment of this Task				

Production Task Assignment can be configured to also trigger a Publication Charges Payment Due letter and associated status change; this may be in addition to the initial trigger that occurs when the Author is notified of a selected decision or when the Final Disposition is set to Accept.

- ☑ Trigger 'Publication Charges Payment Due'
  Letter Options:
  - Trigger all ActionManager 'Publication Charges Payment Requested' letters
  - Send following letter to the Corresponding Author only Please Choose a Letter ▼
  - Do not trigger if APC Status is already 'In Process' or 'Complete'
  - Do not trigger on repeated assignment of this Task

### APCs and PM

- Article Processing Charges
  - Publication Charge
  - Page Charges
  - Color Charges
- Pricing Options
  - o Membership discount?
  - Conference Code Discount?



### **Edit Custom Question** Enter the question/statement, default response text (if required), and any instructions to be displayed as part of a Questionnaire. Questionnaires may be configured to be presented as part of submission, author verification or production task completion. Cancel Save and Close Save and Add Another Question Open Special Character Palette Question text: Enter a Conference Offer Code, if applicable: Instructions for Author Response: "Text" and "Notes" "Decimal" responses Integration Options 0 Response Type: Include in Editorial Transmittal Include in Production Task Transmittal Transmit as Author Note/Footnote ■ Include in Publication Charges Metadata (Please enter a Custom Metadata ID below) Custom Metadata ID: 0 CONF-1234 Integration Options 🕕 Include in Editorial Transmittal Include in Production Task Transmittal ■ Include in Publication Charges Metadata (Please enter a Custom Metadata ID below) Custom Metadata ID: 0 CONF-1234 In addition to being displayed as part of a question pairs, the question and response may be included in the additional locations configured below. If Help Text is entered, it will be available via a 'Help' link displayed on the appropriate page.

#### **Edit Additional Manuscript Detail Field** Cancel Submit Field Description: Insert Special Character Is this an Open Access paper? Maximum 256 characters ☐ Include in Publication Charges Metadata (Please enter a Custom Metadata ID below) Field Type: List ▼ View/Edit Values for Drop-down List Display Field for All Article Types Display Field for Selected Article Types On a PC, multiple values may be selected by holding down the 'Ctrl' key on your keyboard, while using the mouse to Optional APC Article Select select the desired items in the selection box. On a Mac, hold down the 'Command' key while using the mouse to Required APC Article select the desired items. Hidden APC Article Clear ΑII Options Select the 'Hide' checkbox to suppress the field on a particular screen. For example, you may want a field to be displayed on the Additional Manuscript Details page, but not on the Transmittal Prm. If a field is Editable, users with appropriate RoleManager permission can change the value on the page. If the 'Required' box is checked for the Transmittal Form, a value must be filled in before the submission can be released to production. If Help Text is entered, a 'Help' link is displayed on the appropriate page, which opens a pop-up containing the Help Text. Fields displayed for a submission or proposal may also be displayed for invited Authors whose invitations are generated from them. Select the 'Hide' checkbox for the 'Display for Invited Submissions' setting to suppress the field for invited Authors.

Page	Hi le	Editable	Required	Help Text
Additional Manuscript Details		•	N/A	
Manuscript Details		•	N/A	4.
Transmittal Form				
	Custom Metadata ID:			,,

### Conclusion

### **Commerce Manager**

- Ability to create different submission fee types
- Ability to gate submission workflow until fees are paid
- Multiple payment options, e.g. credit cards
- Ability to grant waivers
- Ability to run reports on all pending, late or completed charges for journal

### **APC** with RightsLink

- Ability to create different publication fee types
- Ability to configure multiple pricing rules at Publisher Level
- Ability to process through peer review and collect fees for publication
- Multiple payment options through RightsLink, e.g. credit cards
- Ability to run reports at Publisher Level within RightsLink

# Either way...





## Enjoy the rest of EMUG 2016

**Betsy Hopkins**, Client Services Project Manager bhopkins@ariessys.com