



Publisher Appraisal and Liaison Service

Ensure Improved Journal Performance Throughout Your Publisher Contract Term

Societies routinely approach us when their publisher contract is up for renewal with questions or concerns about their journal and/or publisher performance. Our Publisher Appraisal and Liaison Service (PALS) helps societies address these issues more proactively throughout the contract term, helping them take full advantage of their publishing partner's capabilities to grow the society's publications.

PALS provides expert, independent appraisal of your publisher's editorial support, production quality and timeliness, sales and marketing activities and effectiveness, and financial achievements. From the assessment, we generate specific, actionable recommendations on how to apply your publisher's knowledge and resources to best effect. The following is a sampling of the areas where PALS can deliver services with tangible benefits.

Financial review

- ✓ Review publisher financial statements
- ✓ Highlight trends/assess performance
- ✓ Ensure agreement with contract terms

Publisher services audit

- ✓ Critically review sales and marketing plan
- ✓ Digest and extract actionable info from publisher reports
- ✓ Work collaboratively to implement best practices

Editorial benchmarking

- ✓ Benchmark peer review turn times and workflow
- ✓ Identify areas of need/performance gaps
- ✓ Increase author satisfaction

Review of industry trends

- ✓ Educate society stakeholders on industry changes
- ✓ Discuss business models, funder mandates, globalization, other disruptors
- ✓ Increase buy-in for future strategic planning

"Society Choice" bank of hours

- ✓ Additional analysis as requested by the Society
- ✓ Implementation of discrete projects
- ✓ Follow up on specific action items

Count on KGL Consulting to help you reach your objectives. **Contact us to learn more.**