Prot. n. 0105175 del 09/08/2023 - [UOR: SI001070 - Classif. II/8]

ELSEVIER

SciVal Renewal proposal for University of Messina

Your brilliance.
Insightful analysis.

Prepared on: 26/07/2023

Valid until: 15/08/2023

Prepared by: Angelisa Picciolo

Confidential

Dear University of Messina

Thank you for continuing your SciVal subscription. We are proud to serve your institution and your business is very important to us. We continually invest in SciVal, adding new metrics, functionality, and data types to help create insightful analyses and meet the evaluation and reporting requirements of research organizations globally. Since your subscription began, we have made many enhancements, some of which are highlighted below:

Commented [DP(H1]: Update below section with latest release info of relevance to the account. See Support Hub for latest view at https://service.elsevier.com/app/home/supporthub/scival/. For multi-year renewals please also use the previous years review decks to highlight any key developments in the period of previous subscription. Examples provided here as guide and starting point
Development priorities flyer - https://elsevier-sfm.highspot.com/items/6228a941519fe62147abb2ba
2019 in review - https://elsevier-sfm.highspot.com/items/5f434bc866bbaa282ee24b72
2020 in review - https://elsevier-sfm.highspot.com/items/603e0f8ab7b7391c44e2413a
Main releases 2019-2021 - https://elsevier-sfm.highspot.com/items/61c1dea7023a0329e2405c2c?lfrm=rhp.0

New modules and key releases

- **SciVal Impact module** to help you to understand and demonstrate the broader impact of your research on society through Policy Citations, publications contributing to achieving the UN SDGs and to identify the individuals or outputs influencing policy.
- **SciVal Rankings analysis**: SciVal Ranking analysis provides robust information and transparency around the bibliometrics used in the THE World University Rankings.
- **Enhanced UN Sustainable Development Goals analysis**: We enhanced the methodology underpinning the SDG research areas, creating improved search queries, and augmenting them using a machine learning model. We also enable users to analyze an entities contribution per SDG.

Deeper research performance analysis

- **Topic prominence in science enhancements**: We uncovered 112 new Topics representing emerging and fast-growing areas of research and introduced the ability to analyze and benchmark the momentum of Topics and Topic Clusters over time.
- **Custom Research Area definition & global library**: In addition to the enhanced SDG Research Areas we also added custom Research Areas around the fields of Quantum Research and Net Zero.
- **Enhanced metric guidance and transparency**: We added more metric guidance throughout SciVal directly on the page being viewed to help you better interpret the meaning of each metric. We also introduced the Field-Citation Average and more transparency around the Field-Weighted Citation Impact metric.

Improved onboarding for new users

- **Introduction of SciVal-defined, customer-endorsed and user-defined Reporting Templates**: New Reporting Templates enable new users to quickly benefit, and where required, build on the preferred set of analyses of others.

- **Homepage redesign**: We added the ability to customize the homepage for your institution and redesigned the homepage to make it easier to access the information you are looking for.
- **Connect your profile**: To help new users get started, we added the ability to connect your own Scopus Author profile for a more personal experience.

ELSEVIER

Expanded analysis capabilities.

- **Expanded Institution profiles**: We continued our expansion of the Institutions you can analyze in SciVal, growing from 16,000 in 2019 to 20,000 in 2020 and 22,400 in 2022.
- **Increased import and export limits**: Users can import 50,000 publications to create a Publication set as well

University of Messina's subscription to SciVal expires on 31/08/2023 and I would like to ensure continuous access for your users. I have prepared this proposal for your review and would be happy to discuss it with you at your convenience. Once you have approved this renewal, an Elsevier agreement will be prepared and forwarded to you. We appreciate your continued business and please do not hesitate to contact me with any questions.

Thank you for choosing SciVal.

Sincerely,

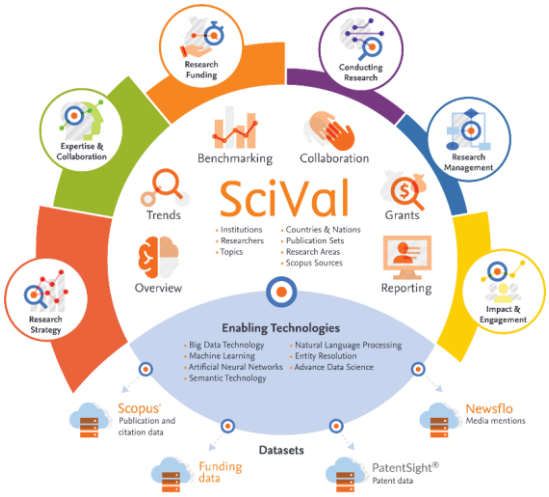
Angelisa Picciolo



About SciVal

A web-based analytics solution with unparalleled power and flexibility that provides comprehensive access to the research performance of over 22,000 research institutions and their associated researchers from more than 230 nations worldwide. Whether you are planning, progressing, or evaluating your research strategies, searching for experts to develop targeted funding bids or looking to demonstrate the broader impact of your research activities, SciVal can help. Its modular structure means you can configure SciVal to meet your specific needs and address organizational priorities.

Commented [DP(H2]: For sales - Check SciVal landing page for latest figures - https://www.scival.com/landing



SciVal helps you:

- Generate insightful analytical reports based on the curated, comprehensive and authoritative data source that is Scopus ® using an array of simple and more sophisticated metrics
- Access to the research performance of research institutions and their associated researchers worldwide allowing you to perform simple analyses, take several metrics to create uniquely tailored analytical reports or analyze and benchmark
- Profile, analyze and benchmark global research activities through Topics, curated research areas such as the UN SDGs, user-defined research areas or Publications Sets
- Access an array of simple and more sophisticated metrics, including the bibliometrics used in the THE Rankings
- Analyze and scenario model based on any researcher or groups in the world, drawing upon full publication history (thanks to our Scopus Author Profiles!)

ELSEVIER

Key benefits

Users across a research organization from the Vice Provost for Research, Deans and faculty members to the Director of Research Services can configure the analyses and visualizations in SciVal to help them answer questions across key research challenges such as:



- How can the data and analyses inform our strategic research planning and setting of our institution's objectives?
- What are our emerging, growing and niche areas of research expertise?
- How can the data and analyses help us understand and benchmark our position in University Rankings to inform our plans and manage our reputation?



- How can I identify expertise on and beyond campus to help with Team building efforts?
- How can I identify existing and potential collaboration partners, globally and across sectors?
- How can I identify key researchers in a specific Topic or field to develop and strengthen targeted funding bids?



- What metrics can I use to demonstrate my expertise and excellence in my grant applications?
- How can we identify the key researchers in a specific Topic or field to strengthen our funding bids?
- What corporations have been investing in research areas where we are particularly strong and could represent a funding opportunity?



- How can I showcase and benchmark my institutions expertise, outputs, impact, influence and overall contribution to specific fields such as the UN SDGs?
- How can we demonstrate and benchmark the impact or influence of our research teams in funding bids?
- What is the impact of our corporate collaborations?

SciVal modules

SciVal offers six complementary modules that enable you to evaluate and analyze the research performance of research institutions and their associated researchers worldwide. Through application of advanced techniques, SciVal provides unique representations of research fields globally and also allows you to define your own bespoke fields of interest. No matter your organization's size, type or mission, SciVal can help deliver the insights and analyses you need to help your research programs thrive.

Overview Module - Understand and visualize research performance.

The Overview module provides high-level overviews of research performance for you and your peers globally to help you develop, advance and monitor your research strategies.

- Profile and evaluate the performance of institutions, researchers or research groups
- Understand performance and research strengths in specific Research Areas, Publications Sets or Topics
- Explore your collaborations and identify potential new partners
- Analyze and understand the actual bibliometrics used in the THE World University Rankings

Benchmarking Module - Evaluate, benchmark and monitor progress

The Benchmarking module enables you to evaluate your research performance in comparison to others in your region, country and the world.

- Compare your research performance to peer groups and institutions over time
- Analyze and benchmark collaboration partners
- Profile developments in fields over time
- Choose from an array of research metrics, zoom in on a year range or subject area and build insightful reports.

Collaboration Module - Enhance team building and build strong collaborations

The Collaboration module helps you evaluate your existing research collaborations and identify potential new partners across sectors and fields to advance your research programs.

- Explore interactive maps and tables to evaluate existing partnerships
- Filter by subjects, Research Areas defined by you, sectors or authors
- Identify new opportunities for collaboration partnerships globally
- Enhance team building efforts by uncovering research expertise on and beyond campus



Trends Module - Monitor trends in research effectively

The Trends module enables you to gain a deep understanding of Research fields and leading experts globally through detailed evaluation of Topics, Research Areas and Publication Sets.

- Analyze the developments in fields of interest through graphs, tables, charts and keyphrase analyses.
- Define your own topic / field of interest or use a pre-defined one from SciVal
- Identify the key institutions and researchers contributing to a research field globally
- Investigate individuals or groups contributions to fields through an array of metrics and analyses.

Data and technology at the heart of SciVal

Built around the core of trusted, globally sourced data from Scopus, with additional data sources such as policy and patent data - SciVal draws upon advanced data science and artificial intelligence methods to deliver insightful analyses around global research activities.

Scopus records in SciVal include 60+ million records from 1996 to the current date meaning SciVal includes data from over 27,000 serial titles from 7,000+ publishers worldwide. Combined with Policy data from Overton, patent data from PatentSight, media mentions from LexisNexis Metabase and funding data, SciVal provides access to an array of simple and more sophisticated metrics that can be used to evaluate research activities from multiple perspectives and so enhance evidence-based decision making.

The flexibility and unique capabilities of SciVal are made possible through application of several advanced methods such as:

- Direct citation analysis of the entire Scopus database to create Topics of Prominence
- Natural Language Processing to analyze publication text and generate topic names and keyphrases
- Artificial neural network to link Awarded Grants data to publication data
- Machine learning to enrich the UN SDG Research Areas

Elsevier’s Support Team for University of Messina

To ensure a smooth and successful roll-out of SciVal, Elsevier will support University of Messina by providing a professional team that will be dedicated to your implementation and training needs:

- Account Manager
- Research Intelligence Solutions Sales Manager
- Research Intelligence Customer Consultant



- Other Customer Consultants are available where required upon request

Training

Your dedicated account team will coordinate with you to schedule training for University of Messina users, which will be delivered face-to-face, onsite, at least 2 times a year.

Users will also have access to the SciVal Certification program which is a six-module course delivered via the Canvas learning management system. The course is included with a subscription and should be completed in six weeks with each module taking approximately one hour to complete, and a new module is released each week. The interactive course includes short video tutorials, quizzes and support materials. A community forum also supports interaction and discussions with other course participants.

Ongoing support

In addition to our first- and second-line support teams, our Customer Consultants are generally available during office hours to support your users with dedicated requests via phone or e-mail.

Educational and Promotional Materials

We will also provide you with a variety of materials that will not only assist you with getting the most out of SciVal but will also help you promote it to your constituents and encourage usage.

Renewal Pricing Proposal

OPTION 1 **(1-year subscription)**	
Modules	**1Yr**
SciVal Overview	€ 13,342.51
SciVal Benchmarking	€ 19,653.34
SciVal Collaboration	€ 13,916.14
SciVal Trends	€ 7,921.84
TOTALE	**€ 54,833.83**

OPTION 2 **(3-year subscription)**				
Modules	**Yr1**	**Yr2**	**Yr3**	**TOT 3 Yrs**
SciVal Overview	€ 13,088.36	€ 13,481.01	€ 13,885.44	**€ 40,454.81**
SciVal Benchmarking	€ 19,278.99	€ 19,857.36	€ 20,453.08	**€ 59,589.43**
SciVal Collaboration	€ 13,651.07	€ 14,060.60	€ 14,482.42	**€ 42,194.09**
SciVal Trends	€ 7,770.95	€ 8,004.08	€ 8,244.20	**€ 24,019.23**
TOTALE	**€ 53,789.37**	**€ 55,403.05**	**€ 57,065.14**	**€ 166,257.56**

ELSEVIER

This proposal shall remain valid until **15/08/2023** No legally binding obligation shall arise except by the execution and delivery of an agreement containing such terms and conditions of the proposed transaction as shall have been agreed upon by the parties. Such agreement shall be subject to final approval of the Managing Director of S&T Sales & Customer Marketing. If one of the parties decides, regardless the moment or the reason of such decision, not to continue the negotiations of the transaction no legally binding or enforceable obligation shall arise to reimburse the other party for any fees, expenses, costs or damages.

Thank you

Thank you for your time and consideration of this proposal. We are committed to providing University of Messina with a solution set that will meet your needs. We will contact you shortly to collect your feedback on this proposal and answer any questions you may have.

Sincerely,

Angelisa Picciolo

ELSEVIER