

# European Society for Organ Transplantation



Official Journal of  
the European Society for Organ Transplantation,  
the European Liver and Intestine Transplant Association  
and the German Transplantation Society

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## Request for Proposal

Request for proposal for  
publishing **Transplant  
International**, the official  
journal of the **European  
Society for Organ  
Transplantation**

February 2021



### Confidentiality and Disclaimer

*This Request for Proposal (RFP) contains proprietary information, and is confidential to the European Society for Organ Transplantation. No part of this RFP or its attachments may be reproduced or shared, in whole or in part, unless specifically required for the vendor's internal use in responding to the inquiry. No representations or warranties are made concerning the completeness or accuracy of information contained in the RFP.*

*All proposals, presentations and supporting materials submitted in this inquiry will be treated with confidentiality and used for the purpose of selecting a company or companies to provide services for the European Society for Organ Transplantation.*

### Contact at ESOT:

Luca Segantini – CEO

[luca.segantini@esot.org](mailto:luca.segantini@esot.org)

+32 473 682 484



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## Executive Summary

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The European Society for Organ Transplantation (ESOT) is seeking a publisher for its flagship scientific journal, *Transplant International*, and its other existing or planned publications, including an open access journal. ESOT is looking for a reliable, trusted and knowledgeable partner to build further on the success of its publications, and to develop a modern and future-proof platform for disseminating transplantation science to its members and to the broader transplantation community, keeping in mind the current trends in medical publishing, market constraints and new technologies. A special competence in how to deliver information to a variety of audiences in different formats is particularly important, given the international remit of ESOT and the varied needs of its members in terms of accessing scientific information. Currently, ESOT's publications are a relatively minor income stream and we would like to explore alternatives to traditional publishing models.

## Section 1 – Background and Objectives

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### 1.1. Purpose of the Request for Proposal

The purpose of this Request for Proposal (RFP) is to solicit proposals from suitable publishers for the European Society for Organ Transplantation's academic journal *Transplant International*, and to help respondents summarise their services in a way that will enable the European Society for Organ Transplantation to decide on the arrangements for publishing the journal from January 2022 onwards.

### 1.2. The European Society for Organ Transplantation

The European Society for Organ Transplantation (ESOT) was founded over 30 years ago and is dedicated to the pursuit of excellence in organ transplantation. Facilitating a wealth of international clinical trials and research collaborations over the years, ESOT remains committed to its primary aim of improving patient outcomes in transplantation. With a community of over 30,000 transplantation professionals and patients from around the world, ESOT is an influential international organization and the facilitator of the biennial congress which hosts approximately 3,500 experts who come to meet to explore and discuss the latest scientific research. ESOT attracts the foremost transplantation experts to work in its committees and sections, and has an impressive track record in supporting research, supporting extensive education, and promoting changes in European policy. ESOT has approximately 1,200 individual members, most of who benefit from complimentary copies of *Transplant International* as part of their membership. In addition, ESOT closely collaborates with national and regional transplantation societies around the world.

### 1.3. *Transplant International*

*Transplant International* (TI) is the official journal of ESOT. Under the editorial leadership of Editor-in-Chief Prof. Thierry Berney, TI is one of the most cited journals in transplantation and widely regarded as one of the world's premier journals in this area.

The aim of the journal is to serve as a forum for the exchange of scientific information in the form of original and high-quality papers in the field of transplantation. Clinical and experimental studies, as well as editorials, letters to the editors, and, occasionally, reviews on the biology,

physiology, and immunology of transplantation of tissues and organs, are published. The journal is published in yearly volumes, each volume containing twelve issues. Papers submitted to the journal are subject to peer review.

The journal reflects the field through critical reviews, commentaries, original articles, remarkable images, news features, guidelines, and problem-focused articles for the diagnosis and treatment of solid-organ transplantation patients.

#### 1.4. Current Publishing Arrangements

The journal is currently published for ESOT by John Wiley & Sons Ltd under an agreement that took effect on 8 January 2013 with Blackwell Publishing (subsequently merged with John Wiley & Sons Ltd) and will end on 31 December 2021.

#### 1.5. Objectives

The purpose of this tender is to find a long-term publishing partner to publish, promote and grow Transplant International and its associated products. ESOT is seeking a publisher capable of providing an end to end publishing service that covers the following services:

- Editorial support services – online submission, peer review, manuscript tracking and rights & permissions management
- Production services – copy editing, typesetting and advertising management
- Print publication services – print buying, production management and distribution
- Online publication services – website hosting, hosting of back files, digital preservation, content alerting tools, article linking, podcasting, blogs, mobile enabled websites, and other online enhancements
- Indexing & abstracting services
- Fulfilment and Customer Service – subscription management, renewal and lapsed subscriber campaigns, online ordering & renewals, customer service
- Sales and business development – international sales team, corporate sales, consortia and subscription sales, advertising, sponsorship and reprints
- Marketing and media relations – international marketing program, global media coverage
- Strategic planning and product development support
- Financial and contract management.

ESOT is looking to appoint a publishing partner who will:

- Improve the global reach, influence and impact of Transplant International
- Develop high quality and innovative publishing products and services that meet the diverse needs of our community, and continue to make the journal content more connected, usable and useful
- Provide sustainable, flexible and adaptable business models that will maintain or increase income for ESOT
- Develop a successful business relationship with ESOT based on understanding and responding to the vision, values and culture of ESOT
- Respond dynamically to changing publishing expectations and requirements, and take the lead in the range of emerging initiatives that could impact the future direction of publishing and the on-going success of Transplant International

- Provide dynamic and innovative strategic development and technology development support for the journal
- Develop a vision of how to support ESOT and its mission beyond the publication of the journals.

## Section 2 – RFP Process and Administrative Information

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### 1.6. Proposal Conditions

Submission of a proposal does not commit ESOT to award a contract.

Each respondent assumes all risks for resource commitment and expenses in respect of preparing the RFP response, and participation throughout the inquiry process. Only the complete execution of a written contract by both parties will obligate ESOT in accordance with the terms and conditions therein.

ESOT reserves the right to modify these and other RfP requirements and/or to invite additional respondents to submit responses and proposals.

ESOT will maintain strict confidentiality in receipt of and possession of RfP responses including clarifications and other submissions during the process.

### 1.7. RFP schedule

All dates are subject to revision with notice by ESOT. Any changes to the dates will be communicated to all parties.

#### RfP schedule

Submission of RFP to suppliers	10 February 2021
Final date for suppliers to ask questions or request additional information	20 February 2021
ESOT response to supplier questions by	5 March 2021
Deadline for submission of RFP	15 April 2021
Clarification questions submitted to suppliers by	30 April 2021
Deadline for submission of clarification from suppliers	10 May 2021
Evaluation and shortlisting by	20 May 2021
Supplier presentations in a European location week commencing	7 June 2021
Supplier selection by	20 June 2021
Negotiations and contract drafting	20 June – 10 September 2021
Contract signed	15 September 2021

### 1.8. Response Format

Proposals are to follow the format and sequence set out in Section 3 of this RfP and should include a table of contents and pages numbered in sequence for convenient reference. All attachments are to be clearly cross-referenced in the main body of the response.

All offers must be submitted in Euros.

### 1.9. Proposal submissions

ESOT would appreciate early notification of your intention to respond, ideally by 20 February 2021, to [luca.segantini@esot.org](mailto:luca.segantini@esot.org), copy to [vassilios.papalois@nhs.net](mailto:vassilios.papalois@nhs.net)

Proposals are to be submitted in electronic form. Proposals are to be clearly labelled and delivered to the email address above no later than 12 Noon 15 April 2021 (Brussels time). If size is too large for email, please provide a Dropbox download link or equivalent. Late proposals may not be accepted.

### 1.10. Queries about the RfP

All requests for clarification or further information in respect of this RfP should be addressed to ESOT's named point of contact.

Luca Segantini, CEO, ESOT - [luca.segantini@esot.org](mailto:luca.segantini@esot.org) - Telephone: +32 473 682 484

### 1.11. Selection Criteria

The selection criteria to be used in the evaluation of proposals will include:

- Capability and expertise of the publisher
- Financial offer and the viability of the proposal
- Ethos and cultural fit of the publisher
- Publisher's vision and innovation
- Implementation plan
- Support of ESOT and its mission.

### 1.12. Acceptance of Offers

ESOT reserves the right not to accept the most financially advantageous, or any proposal.

### 1.13. Agreement Finalisation

The recommended respondent(s) will be notified that ESOT wishes to enter into negotiations to finalise the terms and conditions of the proposed agreement. The agreement will be negotiated between both parties on the basis of the RFP, the company's response to the RFP, and subsequent discussions and correspondence. ESOT reserves the right to commence negotiations with any other party should it be unable to reach mutual agreement with the selected company.

### 1.14. Term of Contract

The contract to be awarded on the basis of this RfP shall be for an initial term of 5 years commencing on 1<sup>st</sup> January 2022 and ending on 31<sup>st</sup> December 2026.

ESOT reserves the right to perform an in-depth evaluation of the publisher's performance and have a clause entitling ESOT to rescind the contract after 3 years if certain key performance indicators (to be previously agreed with the publishers) are not reached.

Extension of the contract would be subject to the appointed provider's satisfactory performance and the negotiation of terms and conditions acceptable to ESOT for the period of extension.

ESOT does not bind itself to extend the contract.

### 1.15. Company Contacts

Each respondent shall nominate a person for the purpose of answering queries which may arise during the proposal phase. The name, title, address, email address and telephone number of that person should be included in the proposal.

### 1.16. Disclaimer

All reasonable care has been taken in compiling this RfP document and the figures, documents and details presented in good faith and no warranty or guarantee (express or implied) is given by ESOT as to the completeness or accuracy of the document, or any information provided in connection with it.

## Section 3 – RfP Requirements

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Responses should be structured in the format detailed below.

### 1.17. Executive Summary

Your proposal should begin with an overall executive summary, outlining the major points of the proposal and identifying any innovative service offerings. Include compelling reasons why ESOT should select your company. Be specific about unique service offerings, with particular emphasis on those services that will have an effect on our customers and stakeholders, and support the key objectives of TI and ESOT.

### 1.18. Publishing Services

Respondents are asked to detail their services in the following areas:

- Editorial support services
- Production
- Print and online delivery
- Indexing and abstracting services
- Fulfilment and customer services
- Sales and business development
- Marketing and media relations
- Strategic planning and product development support
- Financial and contract management.

### 1.19. Open Access Statement

ESOT is seeking a publisher that can help TI and ESOT stay abreast of new developments in Open Access publishing (OA), keep up to date with European and national policy developments, and understand their implications for journal publishing. Through this market knowledge the publisher will continue to develop, enhance and implement an OA strategy for TI.

Please provide evidence of how you can support the continued development and implementation of an OA strategy for TI. Please include details of the financial arrangements for your proposed OA strategy.

### 1.20. Supplements Statement

The current model for TI supplements is not optimal, and ESOT seeks a better and perhaps more integrated model. Please confirm how you plan to support the continued business development, management, and production of TI supplements.

### 1.21. Financial Projections and Financial Offer

ESOT must be able to differentiate between the proposed offerings from different publishers. The society values both financial return and service provision; the ultimate decision will not be based solely on proposed revenue.

Referring to the information in Section 4, please provide a detailed breakdown of revenue and cost projections for the term of the contract and details of the financial arrangements proposed for ESOT. Confirm whether these arrangements are to be fixed throughout the duration of the



contract and if not, on what basis you envisage that they will be reviewed. All financial statements must be submitted in Euros.

ESOT wishes to afford the respondents licence to propose financial arrangements as they see fit, including alternative models to royalties. Our aim at this point is purely to be able to make comparisons between potential providers.

The commentary with your financial proposal should include:

- A commercial sales strategy supporting your revenue expectations for advertising, reprints, supplements and new commercial opportunities
- An institutional sales strategy supporting your revenue expectations for site licenses, consortia sales and subscriptions, including details of any publisher journal packages and revenue allocations
- A description of the arrangement for purchasing the TI articles archive.

ESOT will use this information for confidential analysis and benchmarking only within the society as part of the negotiation of this contract. Further discussions regarding financial arrangements will take place following publisher selection and prior to contract signing.

### 1.22. Implementation Plan

ESOT requires the implementation of any new publishing arrangement to be conducted in a staged manner with no detrimental effect on normal business operations and no loss of access for readers.

Respondents are required to provide a detailed implementation plan to include specific tasks, resources, responsibilities and period of time needed from proposed contract signing date of 15 September 2021. Specifically, the proposal should include details of how the publisher will deal with the following issues:

- Termination or transfer of each agreement that Wiley currently has with external suppliers
- Transfer of the subscriptions list and revenue collected for 2022 renewals
- Communication to existing subscribers of the change of publisher
- Communication to subscription agents and other intermediaries such as link resolver suppliers
- Transfer of accepted manuscripts in production
- Transfer of electronic files, including archives, to the new online delivery platform
- Transfer of subscriber access to the journal online editions on the new platform
- Continued access to online journal content for previous and current subscribers
- Inclusion in publisher journal packages, including allocation of associated revenue to individual titles.

### 1.23. Capability Statement

Respondents are to provide a capability statement incorporating:

- Audited copies of the previous three financial years' accounts
- Company ownership structure
- Data on growth performance of similar journals managed

- Details of your professional indemnity and other relevant insurance.

#### 1.24. References

Please provide references (names, websites, email addresses and telephone numbers) for 3 journal accounts of similar size and structure for which you provide publishing services.

#### 1.25. Project Team and Account Management

Please provide a summary of the names, roles, capabilities and previous experience of the individuals who would be assigned to work with ESOT and provide the range of publishing services to support TI. Please also provide a staff and organisation chart for the relevant division of your company.

#### 1.26. Reporting

Please provide details of the full range of reports, including frequency of reporting, that you will provide to ESOT to manage the publishing services and financial accounts, and monitor the success of publishing strategies and sales and marketing plans.

#### 1.27. Innovation

ESOT is seeking an innovative publishing partner offering innovation across business development, service delivery, user experience, product development and technology, driven by the changing publishing environment and customer and user needs. Explain how you can offer this innovative partnership.

#### 1.28. Competition

If there are other transplantation journals in your portfolio, please provide details on the suggested strategy to minimize competition, ensure confidentiality and guarantee actions in the best interest of TI in this context.

#### 1.29. Supporting ESOT

Currently, ESOT's publications are a minor income stream for ESOT, providing financial support for the editorial office of TI. ESOT is seeking a publishing partner who will ensure that TI continues to support the editorial office, and a partner who will also support ESOT and its mission beyond the publication of the journal. Please provide a statement on how you will support ESOT and its mission beyond the publication of the journals.

## Section 4 – Journal Information

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### 1.30. General Operations

#### 1.30.1. Copyright and license to publish

ESOT owns the copyright in Transplant International.

Authors: Upon acceptance of the paper, the author identified as the formal corresponding author for the paper will receive an email prompting them to login into Author Services; where via the Wiley Author Licensing Service (WALS) they will be able to complete the license agreement on behalf of all authors on the paper. More details on copyright are available here:

[https://onlinelibrary.wiley.com/page/journal/14322277/homepage/forauthors.html#Exclusive\\_Licence\\_to\\_Publish](https://onlinelibrary.wiley.com/page/journal/14322277/homepage/forauthors.html#Exclusive_Licence_to_Publish)

#### 1.30.2. Peer Review

Transplant International is peer reviewed under the direction of an external academic editor and editorial board appointed by ESOT. Online submission and peer review is managed by Wiley using ScholarOne manuscript tracking system. All manuscripts approved by the Editor-in-Chief or Deputy Editors are reviewed by a minimum of two reviewers (double blind peer review); final decisions are made by the editor.

#### 1.30.3. Editorial Structure and Office

- ESOT is responsible for the editorial control and policy of the journal, and for appointing the Editor in Chief and Editorial Board.
- Editor in Chief (paid), 4 Deputy Editors (paid), 1 Statistical Editor (paid), 1 Social Media Editor (paid)
- 30 Associate Editors.
- The editorial offices (2 people, 1 FTE) are managed by ESOT with annual payment of a fee by the publisher to support the running costs.
- Overall, the budget for the above expenses is EUR 250,000 as of 2020.

### 1.31. Open Access and Self Archiving

If the OnlineOpen option is selected the corresponding author will have a choice of the following Creative Commons License Open Access Agreements (OAA): Creative Commons Attribution Non-Commercial License OAA Creative Commons Attribution Non-Commercial -NoDerivs License OAA To preview the terms and conditions of these open access agreements please visit the Copyright FAQs hosted on Wiley Author Services

[http://authorservices.wiley.com/bauthor/faqs\\_copyright.asp](http://authorservices.wiley.com/bauthor/faqs_copyright.asp) and visit

<http://www.wileyopenaccess.com/details/content/12f25db4c87/Copyright--License.html>. If the author selects the OnlineOpen option and the research is funded by The Wellcome Trust and members of the Research Councils UK (RCUK) he/she will be given the opportunity to publish his/her article under a CC-BY license supporting him/her in complying with Wellcome Trust and

Research Councils UK requirements. For more information on this policy and the Journal's compliant self-archiving policy please visit: <http://www.wiley.com/go/funderstatement>. For RCUK and Wellcome Trust authors click on the link below to preview the terms and conditions of this license: Creative Commons Attribution License OAA To preview the terms and conditions of these open access agreements please visit the Copyright FAQs hosted on Wiley Author Services [http://authorservices.wiley.com/bauthor/faqs\\_copyright.asp](http://authorservices.wiley.com/bauthor/faqs_copyright.asp) and visit <http://www.wileyopenaccess.com/details/content/12f25db4c87/Copyright--License.html>.

### 1.32. Supplementary Online Material and Advanced Online Publication

Authors are invited to submit additional supporting material such as data sets, infographics or video for publication in the online version of the journal. A graphic abstract and a descriptive sentence are also required for social media dissemination Online supplementary material makes the most of the Web as a delivery platform and can often give articles greater depth, making them more useful to readers.

Transplant International articles are published ahead of print. These online versions are definitive (the final version of the paper) and may be cited using the digital object identifier.

### 1.33. Impact Factor

- 2020 Impact Factor 3.240
- 2019 Impact Factor 2.904
- 2018 Impact Factor 3.374
- 2017 Impact Factor 3.193
- 2016 Impact Factor 3.060
- 2015 Impact Factor 2.918
- 2014 Impact Factor 2.952
- 2013 Impact Factor 3.663
- 2012 Impact Factor 3.538
- 2011 Impact Factor 3.192
- 2010 Impact Factor 3.451
- 2009 Impact Factor 3.448
- 2008 Impact Factor 3.488
- 2007 Impact Factor 2.814
- 2006 Impact Factor 2.402
- 2005 Impact Factor 1.919
- 2004 Impact Factor 1.604
- 2003 Impact Factor 1.491
- 2002 Impact Factor 1.437
- 2001 Impact Factor 1.090
- 2000 Impact Factor 1.179

### 1.34. Abstracting and indexing

TI is included in the leading abstracting and indexing services including ISI, MEDLINE, EMBASE and BIOSIS. Extensive reference linking to MEDLINE, ISI and others via services such as Crossref and DOI numbers provide seamless online linking between articles and databases.

BIOSIS	CABS
Chemical Abstracts	Index Medicus/Medline
EMBASE/Excerpta Medica	Biological Abstracts
Index Medicus	Global Health
Science Citation Index	MDX Health Digest
Current Contents/Life Sciences	EBSCO
Current Contents/Clinical Medicine	Adonis
SciSearch	PASCAL
Reference Update	

### 1.35. Submissions to Transplant International

	2016	2017	2018	2019	2020
Original	693	717	802	699	1129
Revised	193	198	167	185	263
<b>Total Submissions</b>	<b>886</b>	<b>915</b>	<b>969</b>	<b>884</b>	<b>1392</b>

	2016	2017	2018	2019	2020
Total Accepted	116	161	148	131	211
Total Rejected	510	544	621	518	846
<b>Grand Total</b>	<b>626</b>	<b>705</b>	<b>769</b>	<b>649</b>	<b>1057</b>
Rejected without Review	92	94	105	93	187
Accept Ratio (% of all decisions)	19%	23%	19%	20%	20%
Accept Ratio (% of post-review decisions)	22%	26%	22%	24%	24%

#### Submissions by Region by Submission Year (Original Submissions only)

	2016	2017	2018	2019	2020
Africa	10	12	14	9	10
Asia	138	161	203	161	282
Central/South America	21	32	20	33	44
Europe	383	359	365	325	518
Middle East	21	18	35	35	51
North America	109	127	145	121	200
Oceania	11	8	20	15	24
<b>Grand Total</b>	<b>693</b>	<b>717</b>	<b>802</b>	<b>699</b>	<b>1129</b>

Acceptances by Region by Final Decision Year

	2016	2017	2018	2019	2020
Africa		2			
Asia	9	8	13	8	22
Central/South America	1		2	3	4
Europe	80	101	94	74	132
Middle East		2		2	2
North America	26	44	35	39	43
Oceania		4	4	5	8
<b>Grand Total</b>	<b>116</b>	<b>161</b>	<b>148</b>	<b>131</b>	<b>211</b>

### 1.36. Production

- Periodicity – 12 issues per year
- Format –Online Only
- pages per issue, - see table below
- articles per issue, - see table below
- articles per year –230 articles in 2020.
- colour pages per issue NOT including internal advertising pages – see table below for online colour article pages only
- print run – N/A

JPCMS Identifier	Issue Cover Date	Number of Articles	Number of Pages (Article Count)	Actual Total Pages (Issue count)	Color Online
TRI.33:1.ISS	Jan-20	12	107	108	20
TRI.33:2.ISS	Feb-20	13	138	138	15
TRI.33:3.ISS	Mar-20	12	96	96	26
TRI.33:4.ISS	Apr-20	13	124	124	22
TRI.33:5.ISS	May-20	11	105	110	19
TRI.33:6.ISS	Jun-20	12	111	116	27
TRI.33:7.ISS	Jul-20	16	131	135	12
TRI.33:8.ISS	Aug-20	19	138	142	19
TRI.33:9.ISS	Sep-20	26	183	187	42
TRI.33:10.ISS	Oct-20	26	176	180	28
TRI.33:11.ISS	Nov-20	28	229	234	42
TRI.33:12.ISS	Dec-20	33	271	276	20

## Manuscript types

### Review Articles

Word Limit: 4000 words including abstract but excluding references, tables and figures.

Abstract: 200 words maximum

References: No limit

Review articles are solicited by the Editors-in-Chief from experts with an internationally recognized track record on the topic of the review.

Unsolicited reviews may be submitted as well. Both solicited and unsolicited Review Articles will undergo peer review prior to acceptance. The approach of review articles should be critical but balanced. It is the responsibility of authors to obtain permission from the copyright holder of any figure they wish to have republished and they are required to provide a confirmation thereof.

### Meta-Analyses

Word Limit: 4000 words including abstract but excluding references, tables and figures

Abstract: 200 words maximum

References: No limit

Authors of reports of meta-analyses of randomized trials should submit the [PRISMA flow diagram and checklist](#). Authors of meta-analyses of observational studies should submit the proposed [MOOSE checklist](#).

### Original Articles

Word Limit: 4000 words including abstract but excluding references, tables and figures.

Abstract: 200 words maximum

References: No limit for full length reports of current research in either experimental or clinical transplantation.

Authors of randomized controlled trials follow the [CONSORT statement](#), while authors of observational studies should follow the [STROBE statement](#).

### Guidelines and Consensus Reports

Authors of guidelines or consensus reports follow the [AGREE II](#) and [IOM standards](#).

### Case Reports

*Transplant International* does no longer publish case reports.

### Letters to the Editor/Correspondence

Word Limit: 500 words excluding references, tables and figures

No abstract, no headings or subheadings

References: Up to 10

Limit of one table or one figure

All Letters to the Editors must be formatted as letters addressing the editors ("Dear Editors,") and thus cannot include abstract, headings or subheadings.

Observations on critical topics in transplantation or comments on articles published in *Transplant International*.

### Invited Commentary

Editors may invite commentaries on original articles published in the same issue

Word Limit: 1000 words excluding references, tables and figures

No abstract required for this manuscript type

References: Up to 15 Comments with critical assessment of papers recently accepted or published in Transplant International. The Editorial team will work with the Publisher to add new categories and formats.

### 1.37. Journal revenue for the last 5 years

<b>Calendar year</b>	<b>Subscription revenue</b>	<b>Non-subscription revenue</b>	<b>Total revenue</b>
2019	GBP257,937	GBP106,920	GBP364,857
2018	GBP288,657	GBP134,456	GBP423,113
2017	GBP267,778	GBP116,483	GBP384,261
2016	GBP214,217	GBP130,193	GBP344,410
2015	GBP207,362	GBP94,049	GBP301,411

### 1.38. Institutional pricing

Annual online-only institution subscription 2021 GBP1,528/USD2,569/EUR1,943