

Evolving the e-books experience

Romy Beard

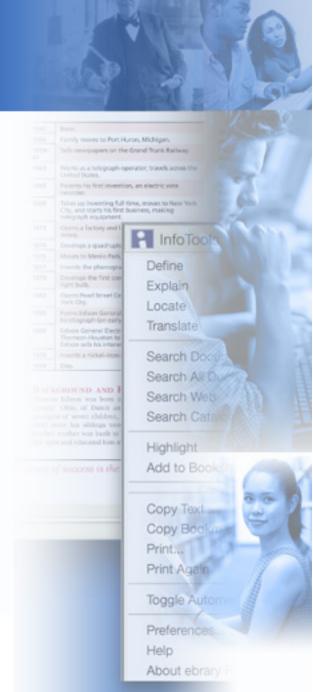
Regional Sales Manager – Europe

romy@ebrary.com

Agenda

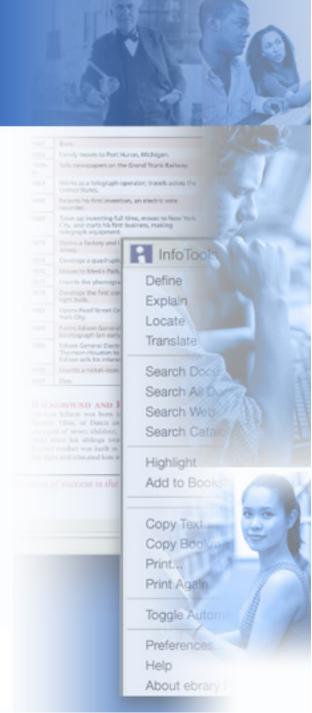
- Company Overview
- Business models and products
 - Subscription
 - Purchase
 - E-Publishing
- ebrary technology key features
 - User interface
 - Bookshelf
 - QuickView and Unity reader
 - eBOP admin interface
- Q&A





Company Overview

- E-book and technology provider
- 1,500+ library customers worldwide
- 12.5 million+ end-users
- 350+ publishing partners and aggregators incl. OUP, CUP, Springer, Wiley-Blackwell, Elsevier, Sage, McGraw-Hill
- 170,000+ titles
- Celebrating 10 years this year!
- Headquartered in Palo Alto, California, USA
 ebrary



Business Models and Products

- Subscription to pre-selected collections
 - Acquire "critical mass" for a successful e-books implementation
- Purchase individual titles or pre-selected collections
 - The most recent and requested titles
- License ebrary's technology for your own digital content
 - Bring your own content to your students on the same platform
- All three models will be combined on one access channel, searchable simultaneously

Family moves to Port Huran, Michigan.

In the newspapers on the Grand thank Railway (Intel Control States)

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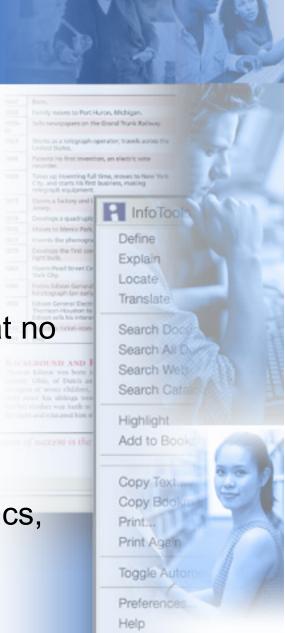
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- College Complete 19,000+ titles
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Explain

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Preference

- PDF-based
- You need to have the rights to the content
- Very quick and cost-effective
- Cross-search ebrary content
- Customers include Stanford University and Tartu University
 ebrary

ebrary technology

- User Interface *** new since January 2009
- Bookshelf
- QuickView for instant viewing no download required *** new since November 2008. New Print feature since May 2009
- Choice of readers for complete functionality:
 - Plug-In reader
 - Java-based Unity reader *** new since Autumn 2008
- InfoTools: contextual linking and integration
- Partners site with eBOP ordering platform





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"business plan"

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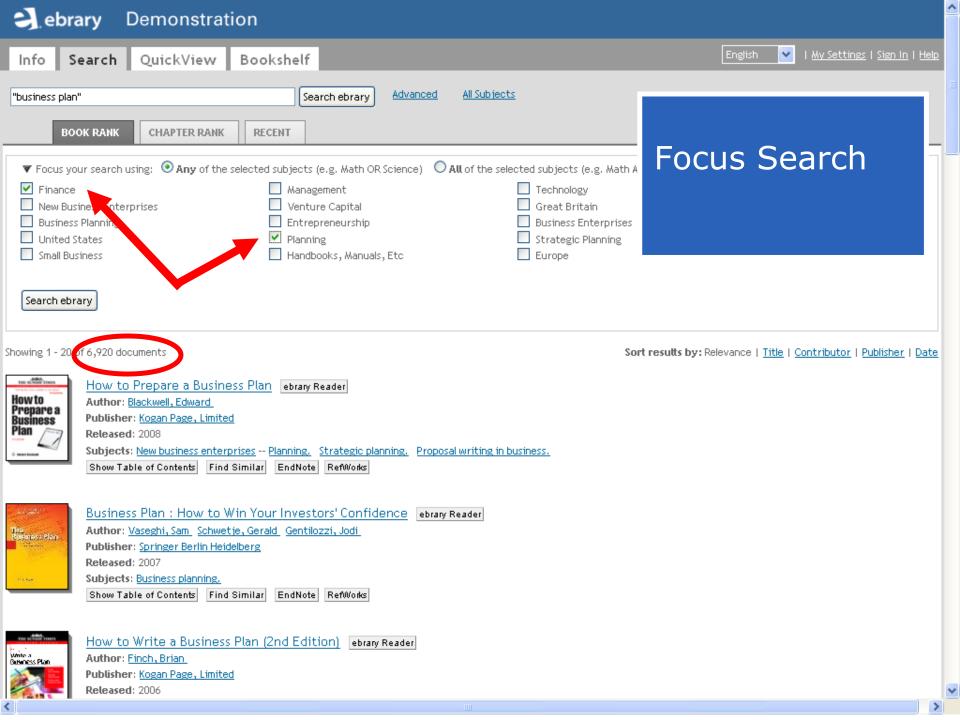


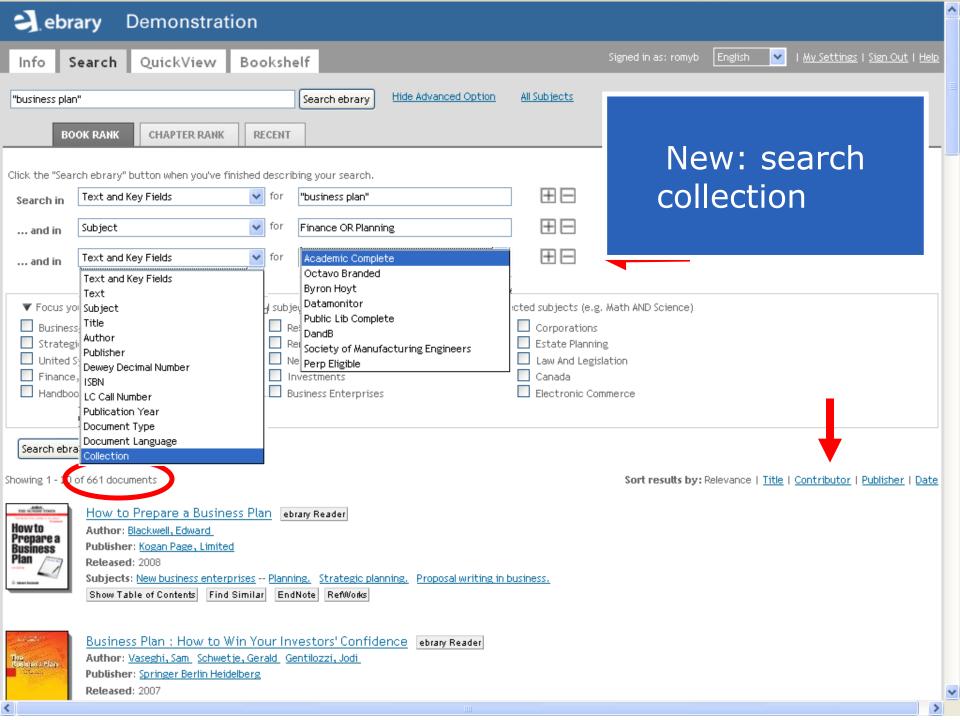
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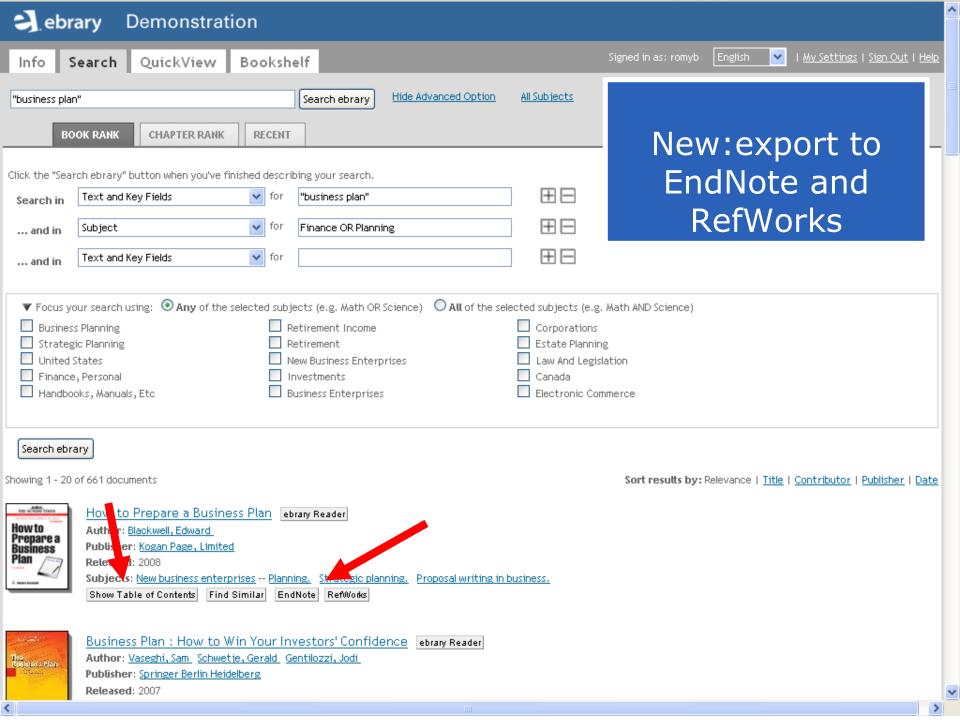
by Harold John Cook (Yale University Press, 2007) MEW THIS TITLE



Substance Abuse: A Practitioner's Guide to Comparative Treatments









How to Prepare a Business Plan | ebrary Reader |

Author: <u>Blackwell</u>, <u>Edward</u> **Publisher**: <u>Kogan Page</u>, <u>Limited</u>

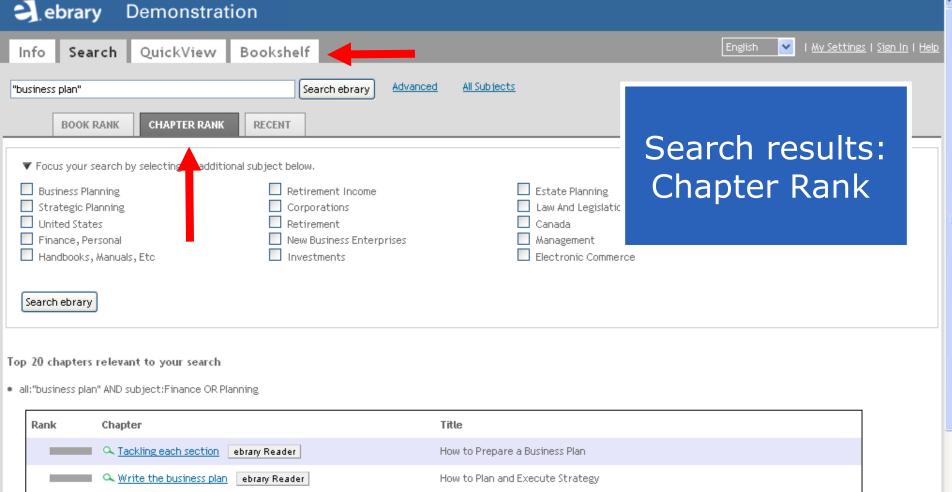
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Subjects: New business enterprises -- Planning, Strategic planning, Proposal writing in

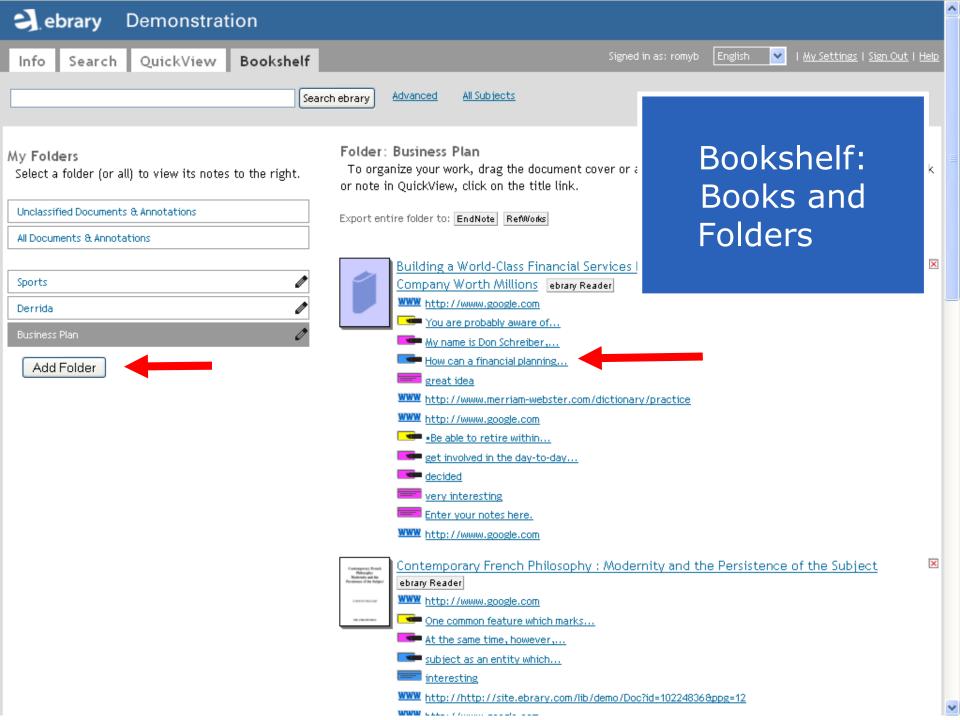
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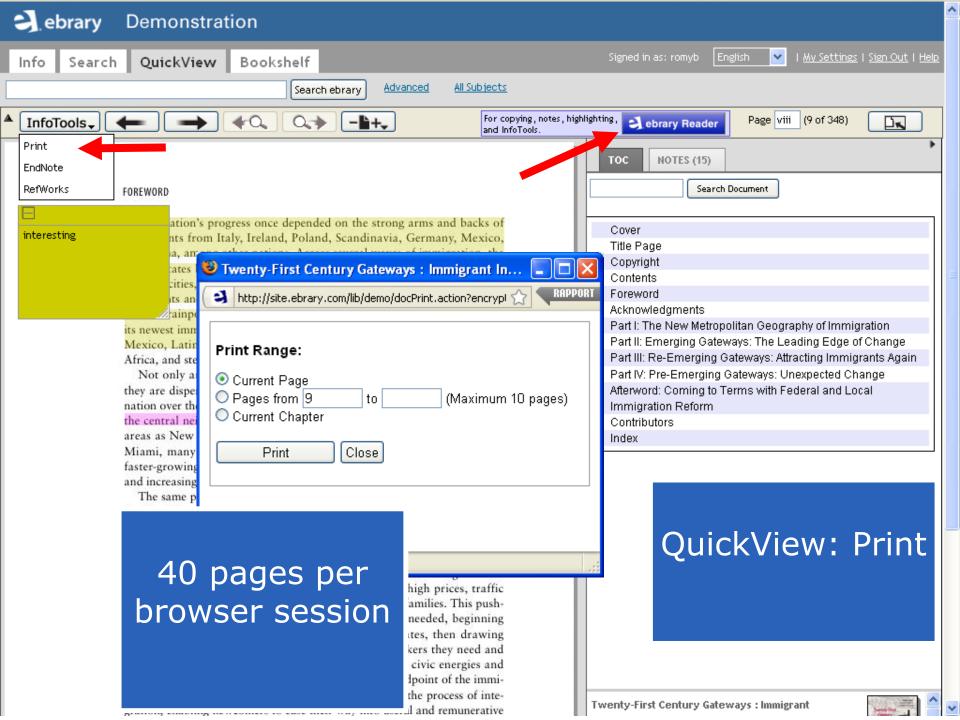
Rank Chapter Contents Acknowledgements Introduction Writing a business plan Simple cash flow forecasts The very small business Retail and catering Manufacturing Expanding a business ▶ ○ The market Planning the borrowing How not to write a business plan – or run a business Maintaining the plan Small business and the trade cycle Monitoring progress Postscript Where to go for further advice Appendix 1: Help for small businesses Appendix 2: Useful names, addresses and websites

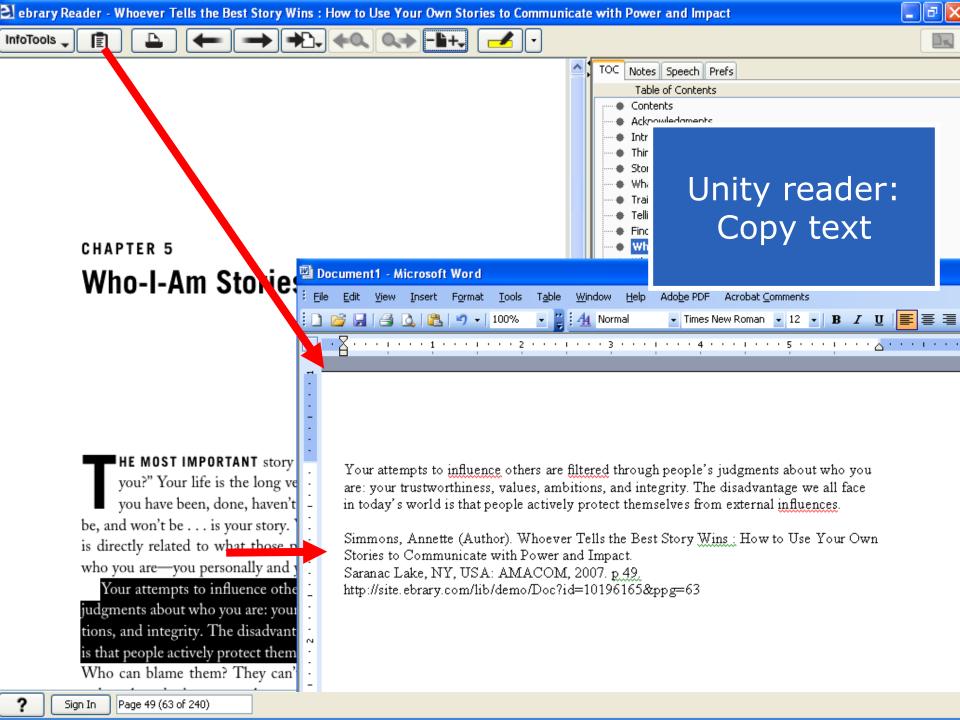
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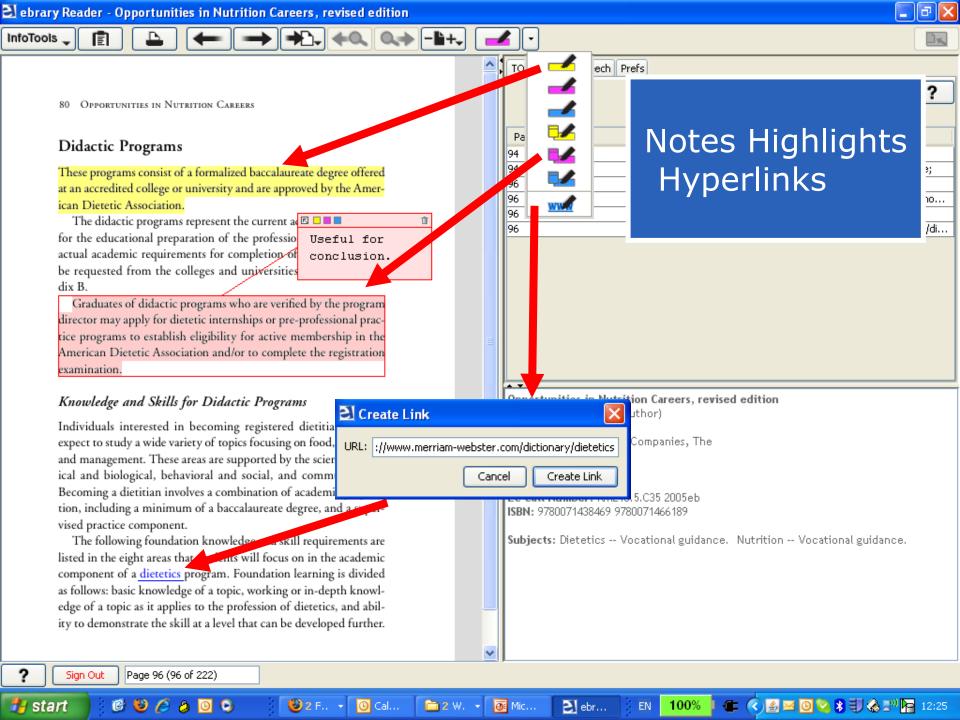
















and what their response has been. We had put forward various reasons for women's pay being so much lower than men's, and drawn attention to their economic dependence. But we hadn't thought much about the links between home and work for low-paid women who work full-time, or how work, home, family and low pay affect each other.

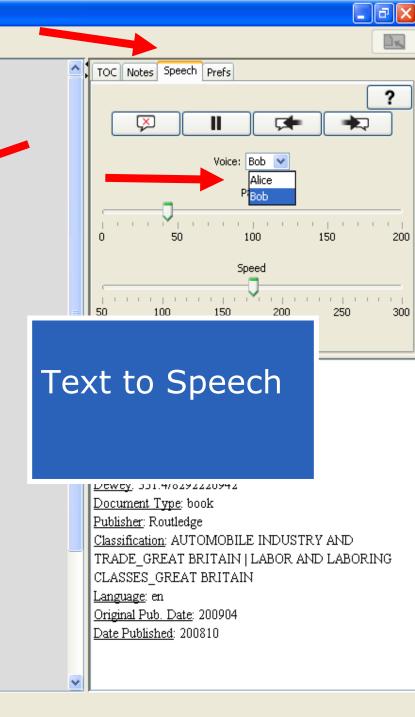
These kinds of questions were at the back of my mind while I worked in the factory and I returned to them after I left. I didn't expect to find the answers there, or expect any thoughts to fall neatly into preconceived categories, but working there gave me some insights and helped me think about such issues. My experience of the work was the same as that of all the other women in the factory and it affected my outside life in much the same way; it was a means of livelihood for me as for them, but I was also observing what went on while they had no pressing need to do so.

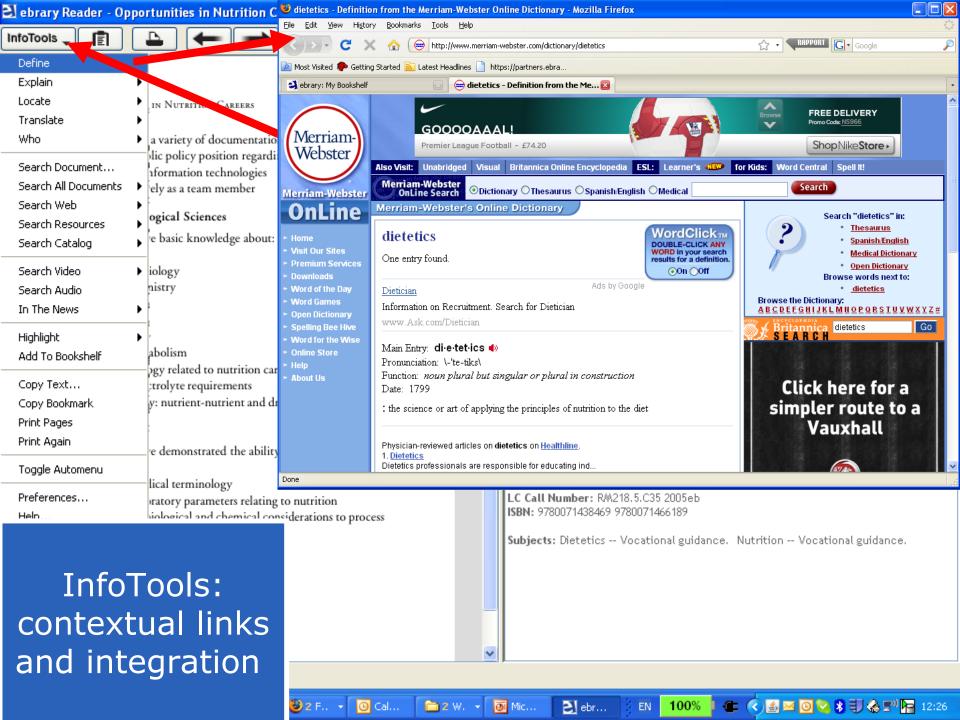
My account of the factory and the work is therefore that of an outsider. It is limited because of this, and limited also because I was there for such a short time. It would have taken much longer to come to grips properly with the work process and occupational hierarchy and how these affected the different groups of workers. I tried to find out as much as I could by asking the other women, and by keeping my eyes open but some questions could have been answered only by supervisors or management.

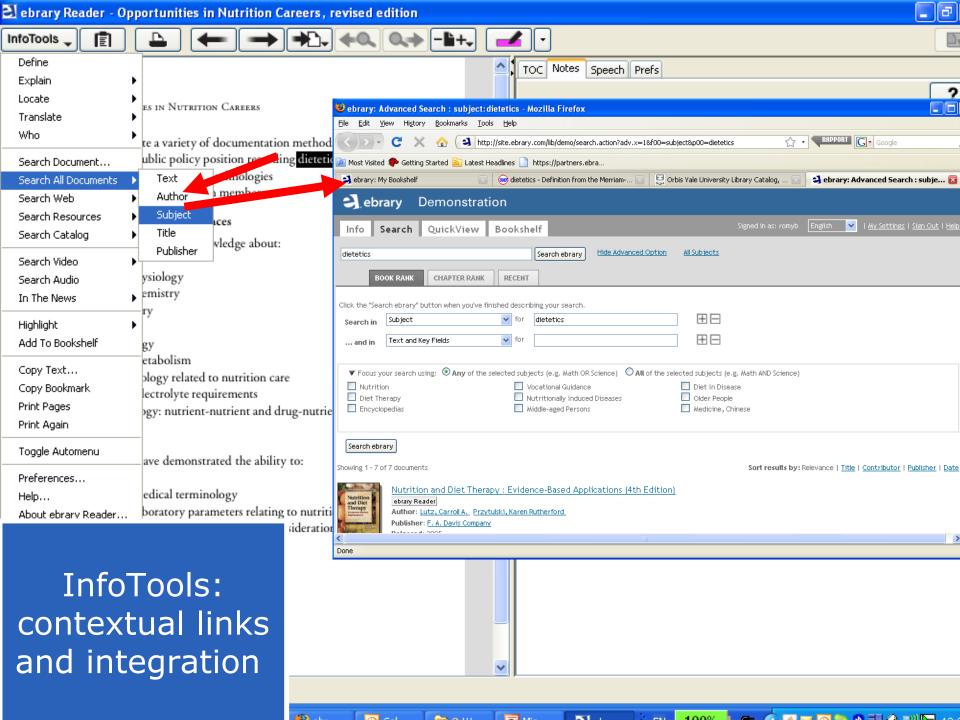
So there may be factual inaccuracies in my descriptions. For example, the women said that the line speed had increased over the years, which may well be true. On the other hand, it may be that the jobs each woman has to do have been enlarged. Similarly, I knew how much we were paid, but only on hearsay how much the autoparts were sold for. We hadn't a clue about the cost of raw materials or components, so I was not in a position to work out the profit margins. I've tried to outline the different grades of men that worked in the factory-engineers, technicians, and so on. Again, this relied on asking people who didn't really care how many different grades of men workers there were; in any case, it took me about six weeks to tell the difference between a progress chaser and a maintenance engineer. After I left, I did some background reading on the motor industry in Britain, and the car components industry, and read up UMEC's company reports.

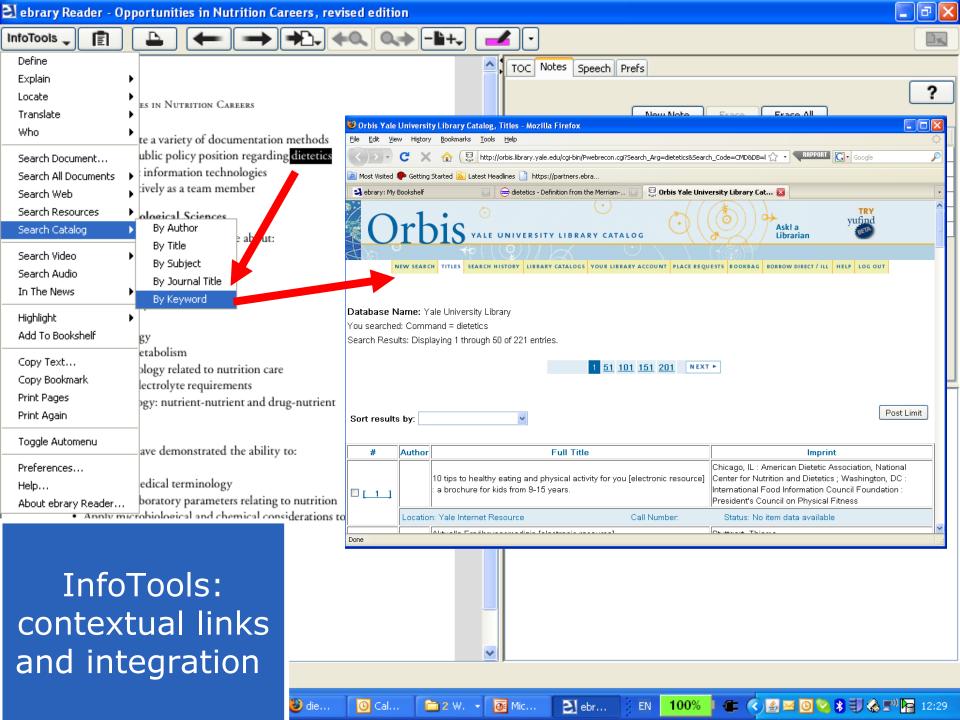
The idea of writing a book about the factory didn't occur to me while I was working there. To start with, I didn't even keep a diary. After a few weeks I felt as if I'd always worked there, and thought I'd better note things down before I forgot my first impressions entirely. Every week I jotted down what had happened, discussions we had had, stories the women had told, as well as rows with the supervisors. Most of my diary was about how my neck ached and how tired I was. I wrote next to nothing about the actual work or how it was organised. So after I gave up the job I spent a couple of weeks writing in more detail about the work process, how the place was organised and about the relationships between the women. That account forms the basis of this book. Friends read it and encouraged me to write it up more formally-but I was quite reluctant.

Writing a book has the danger of giving more weight than is warranted to one short.









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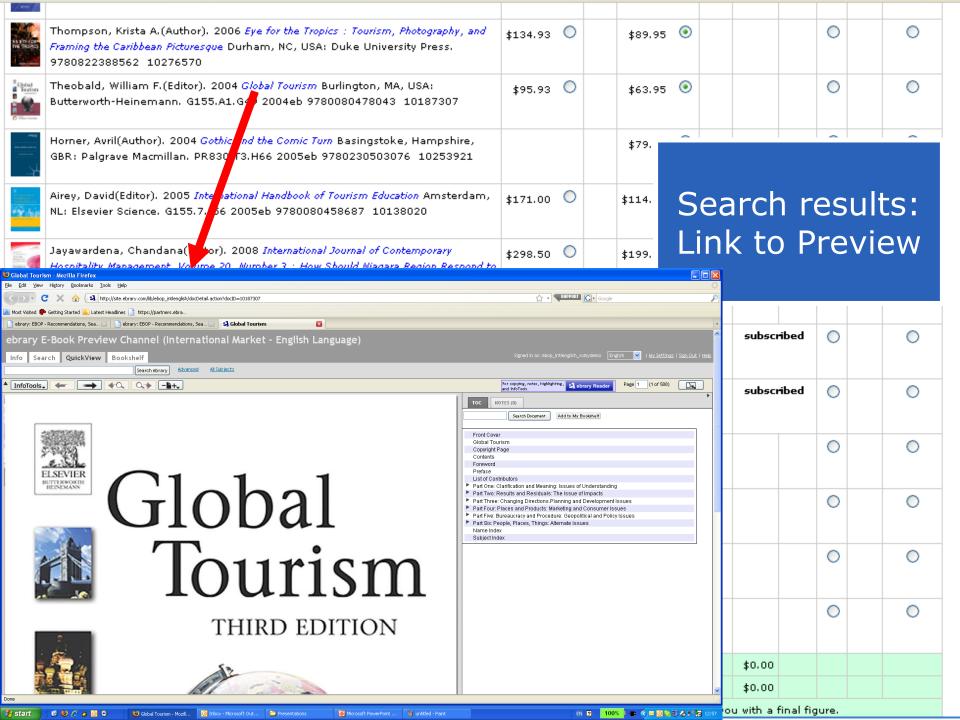
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