

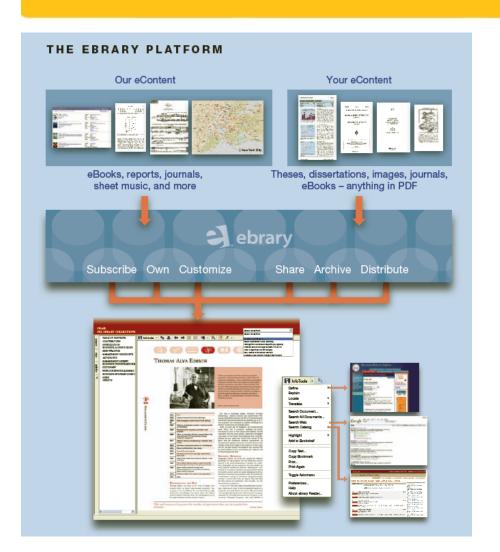
#### Inforum 2008

Electronic Content: Present and Future
Leveraging the Electronic Platform For Maximum Benefit

Mohamad Al-Baghdadi
Vice President, International Sales

## **Company Overview**





- ~50% Growth in 2007
- ~2000 customers
   worldwide serving ~14M
   patrons in 125 countries
- > 120,000 e-Book titles available under multiple models
  - + 40,000 non-book documents
- 300 publishing partners



# Business Models and Products - Flexibility



- We work with you to develop the right collection for your library
  - Subscribe to pre-selected or custom databases
  - Purchase individual titles (Perpetual Access)
  - Mix and match subscription and purchased titles
- License the ebrary platform to deliver your own content or content "owned" by the library
  - Create and manage your own collection
  - Turn PDF documents into a fully searchable database
  - Seamlessly integrate with other ebrary products, library resources, and information on the web



## Subscription



Subscription Databases	# of titles 07/07
Business and Economics	6300
Computers and IT	2900
Education	2300
Engineering and Technology	3700
History and Political Science	4800
Humanities	1600
Interdisciplinary and Area studies	2900
Language Literature and Linguistics	3400
Law, International Relations and Political Philosophy	3800
Life Sciences	2000
Medical	1300
Nursing and Allied Health	1600
Physical Sciences	1400
Psychology and Social Work	2000
Religion Philosophy and Classics	2200
Sociology and Anthropology	2100
Academic Complete	~37,000

- Unlimited Simultaneous User access
- FTE-based pricing
- Pre-selected or custom
- Seamlessly integrate with purchased titles and your own content in the ebrary platform



### **Purchase**



Perpetual Titles (approx.)	# of titles (as of Dec 07)
Perpetual Titles also available via Subscription	20,000
Perpetual Titles not available via Subscription	60,000
Total Perpetual Titles	80,000

- Span all academic subject areas
- Multi-user or single-user access (No checkout period)
- Single User Price based on Publisher List
- Multi-User Price based on list + premium
- Seamlessly integrate with subscription databases and your own content in the ebrary platform



**Build the ideal e-book library** 

Combine subscription and perpetual to create:

**Critical Mass of Quality** 

Acquisition Type	Specific Acquisition Type	Impact on Budget	Result in library	
Perpetual/Archive	Purchase of highly used subscription titles	One time purchase	Perpetual Ownership of titles proven to be used/needed	
Perpetual/Archive	Purchase of titles not available via subscription	One time purchase	Perpetual ownership of titles expected to be used/needed	
Subscription		Annual spend	Critical Mass of Quality Titles as needed	
Consortium Agreement	Subscription or Perpetual	Large for Consortium	Highly effective average cost per title	
		Small per library	Maximum amount of content	



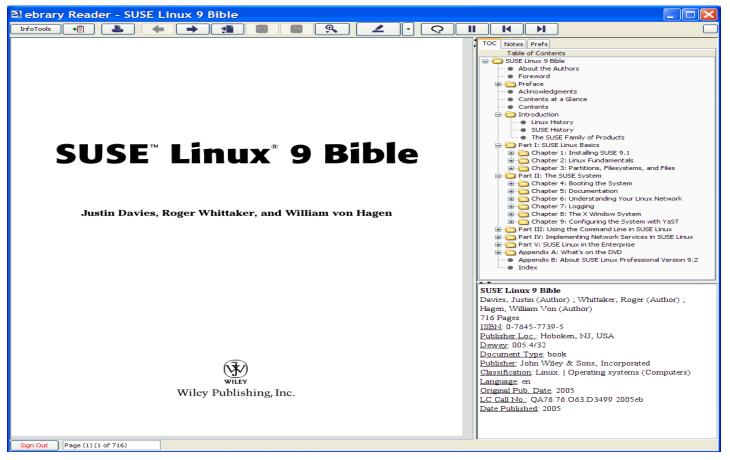
## Consortia and Technology Shared Cost – Shared Access



									E 50	
Consortia I	Pricing - Minimum S	Spend / Institution Base	d							
				Multi User						
	Single User	Single User	Multi User	Purchase Option -						
	Purchase Option -	Purchase Option -	Purchase Option -	(Number of						
Number of	Price (multiple of	(Number of	Price (multiple of list	Simultaneous						
Libraries	list price)	Simultaneous Users)	price)	Users)						
2 to 10	200%	2	400%	Unlimited						
11 to 20	300%	3	600%	Unlimited						
21 to 30	400%	4	800%	Unlimited						
31 t0 40	500%	5	1000%	Unlimited						
41 to 50	600%	6	1200%	Unlimited						
51 to 60	700%			Unlimited						
61 to 70	800%	8	1600%	Unlimited						
71 to 80	900%	9		Unlimited						
81 to 90	1000%			Unlimited						
91 to 100	1100%	11	2200%	Unlimited						
101 +	1200%	12	2400%	Unlimited						
_	ĺ			[						
		of consortia and the	power of techno	logy to build the	most cos	г-ептестіу	е ероок			
libra	y for all membe	S								
<ul><li>Coul</li></ul>	inter compliant u	sage stats enables	he library to che	ck hiahly used tit	les and ti	ırn-awav	statistics			
		•	-	0,						
	_	ılıform enables libra	les to add individ	uai Perpetuai Ad	cess to t	ieii exisi	ng inten	ace		
at a	rly time									
<ul><li>Usa</li></ul>	ge stats and E-B	ook Ordering Platfo	rm enable librari	es to upgrade fro	m Single	-User rig	nts to Mu	lti-		
Use	rights based or	a proven need								
= Fla.	- Ironic distributio	n allows libraries to	move from hist-l	 n_Case acomisitio	lo strata.	ly to a !	st-in-Tin			
one		ii anows iibranes to	Inove nom oust-	Ti Casc acquisition	, ii strate	iy io a si	30-111-1111		epr	ary
OHE	•								,	

### ebrary's New Interface

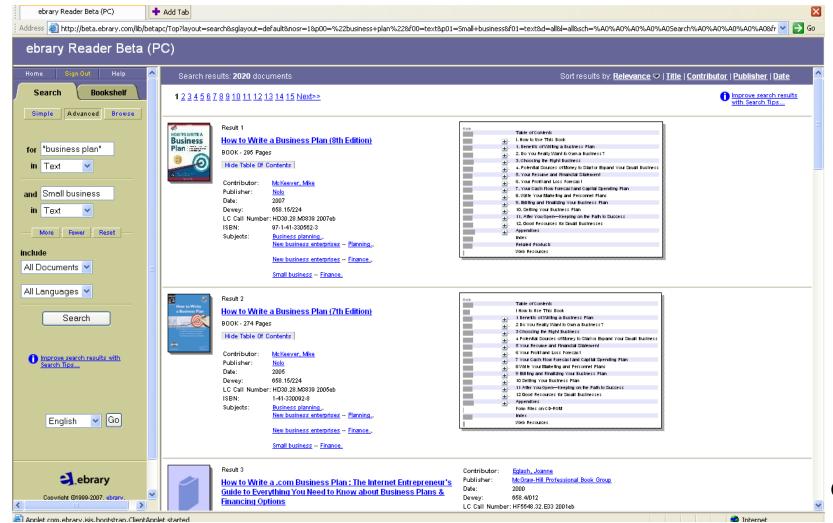






# Visibility into full text occurrences

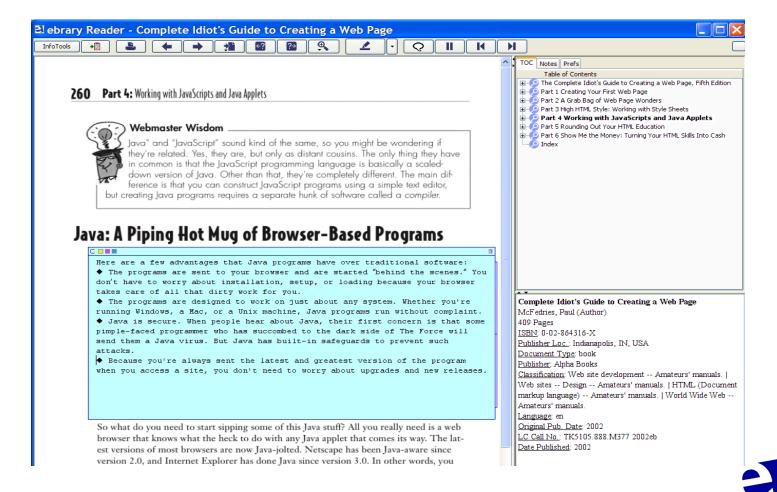




ebrary

### **Standalone Notes**





### Adding hyperlinks to text



