





New CAB eBooks Business Models & Initiatives for Enhancing Usage

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CAB eBooks

Outline

- Who is CABI and what we do
- CAB eBooks models and features
 - Current CAB eBooks perpetual access model
 - New EBC platform and flexible package options
 - Other channels for accessing CAB eBooks
- The future of eBooks offering
- Initiatives for enhancing usage:
 - CABI's Training program
 - Mobile version
 - CABI's social media activities, etc.



CAB eBooksWhat is CABI?



CABI is an international, development-led organization supported by:

- World class publishing products
- A solid research base

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CAB eBooks Subject coverage

- Agriculture
- Animal & Veterinary
 Sciences
- Environmental Sciences
- Human Health, Food & Nutrition
- Leisure & Tourism
- Plant Sciences



A leading global not-for-profit publisher producing key scientific publications within the applied life sciences, including books, eBooks, online information resources and compendia.

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CAB eBooks **Business models**

- subscription-based, dynamic front file building forward from 2011 – ; over 150 books
- one-off purchase back file archives for perpetual ownership 2000 - 2004, 244 titles

2005 – 2008, 158 titles

2008 - 2010, 112 titles

- **Choice Collections allowing flexibility** 19 subject collections
- Choice 100 create your own unique collections of up to 100 titles
- Choice Reference individual purchase of Dictionaries, Encyclopaedias and Taxonomic Keys.
- Individual eBooks purchases via Google bookshop, Amazon, ebrary, Ingram Digital, Myilibrary



CAB eBooks



Unique Features

- full range of academic literature
 Academic Monographs, textbooks, reference works
- subject coverage fully complementary to CAB Abstracts
- hosted on CAB Direct complementary access to CAB Direct platform
- dynamic front file
 new published titles included during the
 subscription period
- full books and chapters indexing individual chapter downloads available



CAB eBooksAdditional benefits



- downloadable MARC records
- friendly DRM policy
- open URL compliant
- Counter4 compliant usage stats
- unlimited simultaneous users



CAB eBooks Lease purchase model

- Customers pay an annual lease fee to access the front file.
- Every three years, a new archive is created, e.g. in 2013, all books from 2008-2010 went into an archive and the front file now has been reduced to titles from 2011 onwards.
 - Long-term subscribers have been given perpetual access to the 2008-2010 archive at no extra cost.
 - Customers who have subscribed for less than 3 years had to pay a 'top-up' fee for access to 2008-2010 titles.



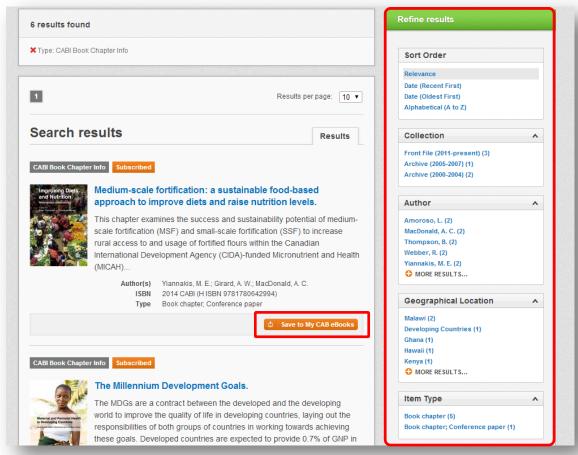
CAB eBooks New platform design



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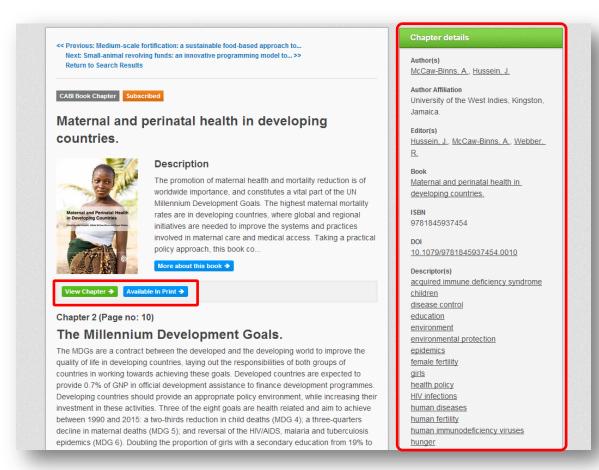
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CAB eBooks

Choice collections (via EBC platform)



- Own your collection outright purchase
- Flexible access options online and offline
- Hand-picked collections targeted to your research needs
- Affordable collections
 Significant savings with discount scales



CAB eBooks 19 Choice subject collections

Agriculture

Agricultural Economics

International Development and Rural Studies

Agricultural Productivity and Farming

Animal Sciences

Animal Production and Husbandry

Animal Nutrition

Veterinary Medicine

Aquaculture and Fisheries Science

Environment and Natural Resources

<u>Forestry</u>

Soil, Water and Irrigation

Ecology, Conservation and Climate

<u>Change</u>

Plant Science

Plant Biology and Crop Science

Plant Protection

Horticulture

Human Health and Nutrition

Public Health

Food, Nutrition and Dietetics

Leisure and Tourism

Tourism Business Management

Tourist Behaviour and Experiences

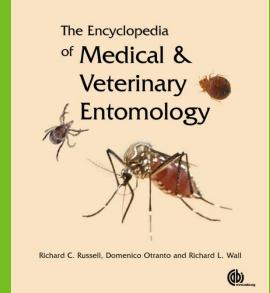
Environmental Tourism

Mycology and Invertebrate Zoology

Mycology and Invertebrate Zoology



CAB eBooksChoice References

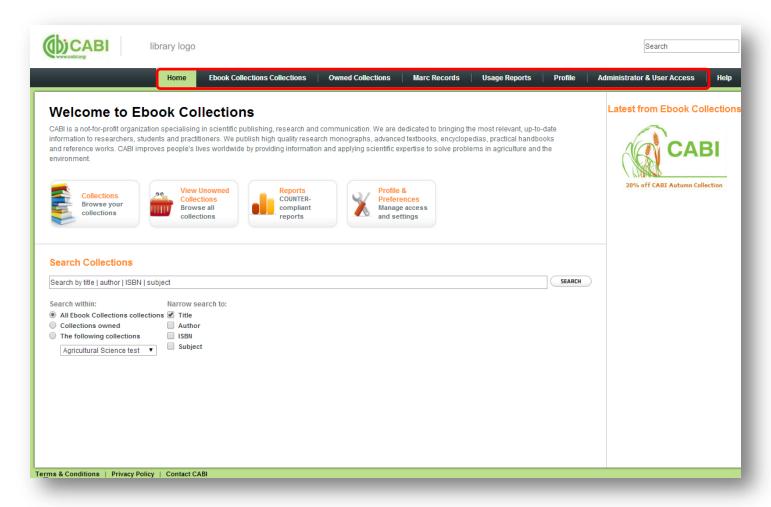


selection of 21 key reference titles:

- Animal & Veterinary Sciences
- Entomology
- Forestry
- Health & Nutrition
- Horticulture
- Leisure Tourism
- Mycology
- Parasitology

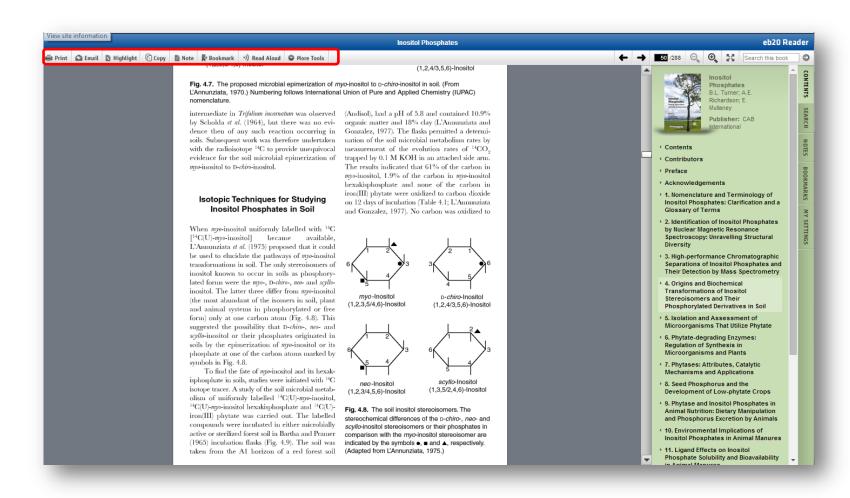


CAB eBooks Choice collections (via EBC platform)





CAB eBooks Choice collections (via EBC platform)





CAB eBooksFuture offerings



- more flexible packages offered from the CABI core:
 - i.e. packages of not entire books but chapters on topic areas

Liberate the content to serve a broader spectrum of requirements







CAB eBooks More eBook models

CABI's Choice 100 collection

- Puts the decision in your hands
- Create your very own library of up to 100 eBooks from CABI's extensive eBook catalogue to create a unique collection to fit your needs.

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- Buy one or more books
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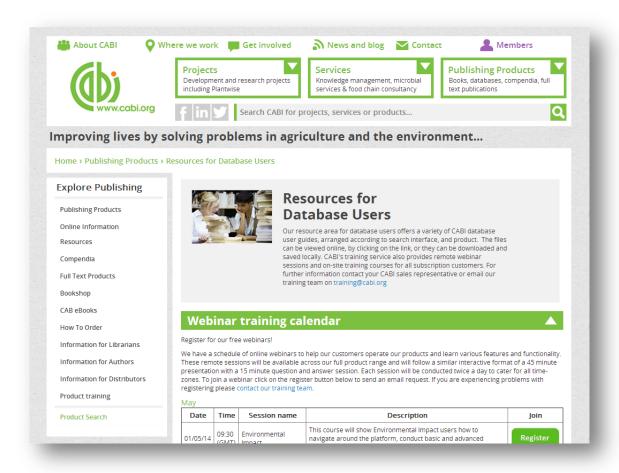
CAB eBooks CABI's training & support

- Webinar training across all CABI products
- Flexible remote training for end-users and staff
- End-user materials –
 user guides and tutorial videos
- Technical support on-hand support for any administrative issues





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