E-BOOKS
GLOBAL DISTRIBUTION

Andrew Weinstein
Vice President, & General Manager,
Retail Solutions

INGRAM®

The world's **largest** and most trusted **distributor** of **physical** & **digital** content

INGRAM

Helping content reach its destination—**no matter what format**

INGRAM

Who are our users?

Library patrons

Educators

Retailers

Publishers

Students

E-book readers

Consumers

DIGITAL CONTENT

Revolutionizing how digital content reaches its destination

CoreSource® Digital Asset Management

CoreSource Plus Complete Digital Distribution Management

CoreSource Fulfillment Secure DRM Distribution Services

MyiLibrary® E-book Platform for Libraries

VitalSource® #1 E-textbook platform for Higher Education

CoreSource

Asset Management

SERVICES

Digital asset management
Global content distribution to the CoreSource reseller network
File conversion services
Metadata standardization
Comprehensive activity reporting

BENEFITS

Stable & secure platform
Integration with Ingram as well as non-Ingram sales channels
Expanded distribution reach

INGRAM | CoreSource

CoreSource

Asset Management

670+ Publishers

140 Distribution partners

140,000 Titles

150+ Countries

11 Average distribution partners per publisher

INGRAM | CoreSource®

CoreSource Plus

Complete Distribution Management

SERVICES

Contract, billing, and A/R management
Sales reporting across all channels

BENEFITS

Managed distribution of content and metadata
More distributions partners reached in less time

CoreSource® PLUS

CoreSource Plus

18 Publishers

10 Distribution partners (+ CoreSource Fulfillment)

2,590+ Titles

150+ Countries

CoreSource® PLUS

Apple® Referral Program

280+ Publishers

8,000+ Titles

CoreSource® PLUS

CoreSource Fulfillment

E-book Fulfillment Services

SERVICES

Content hosting for supported delivery formats
DRM delivery direct to retailer's customers
Consolidated sales reporting & payments

BENEFITS

Secure & stable platform
Increase reach without increasing risk

INGRAM | CoreSource®

CoreSource Fulfillment

2,000+ Wholesale Publishers (+ US agency)

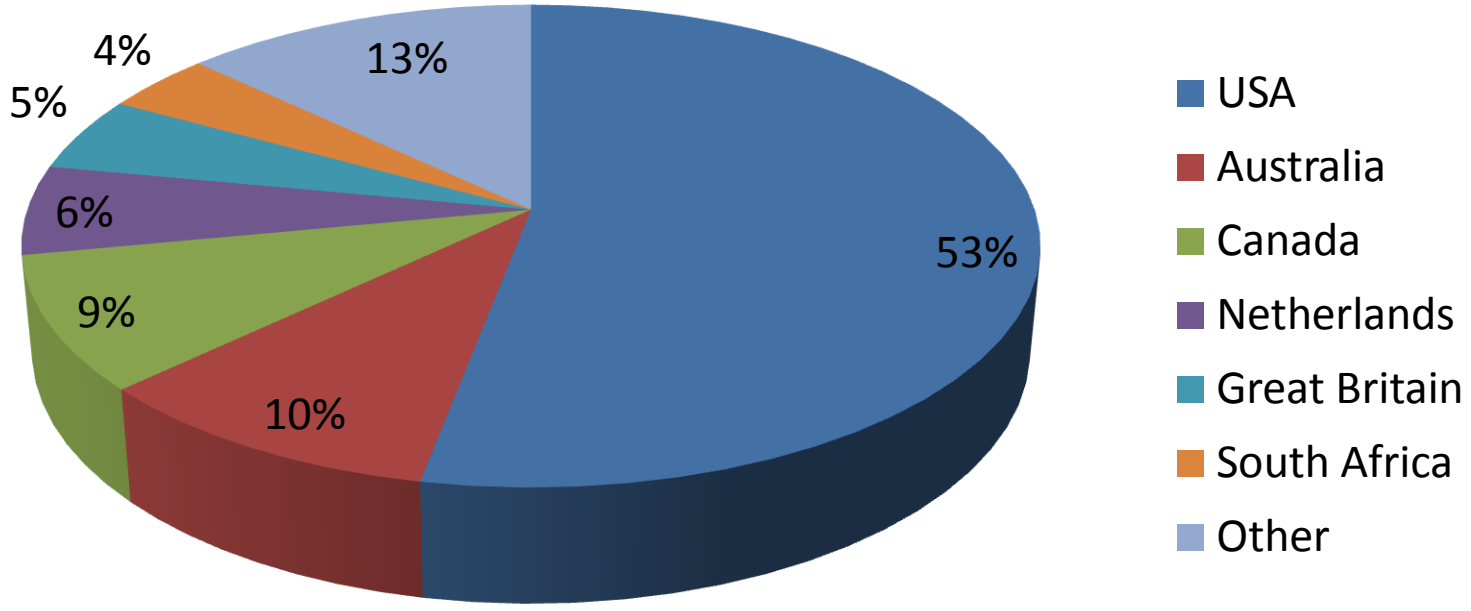
70+ Live Web sites

347,700+ Titles

150+ Countries

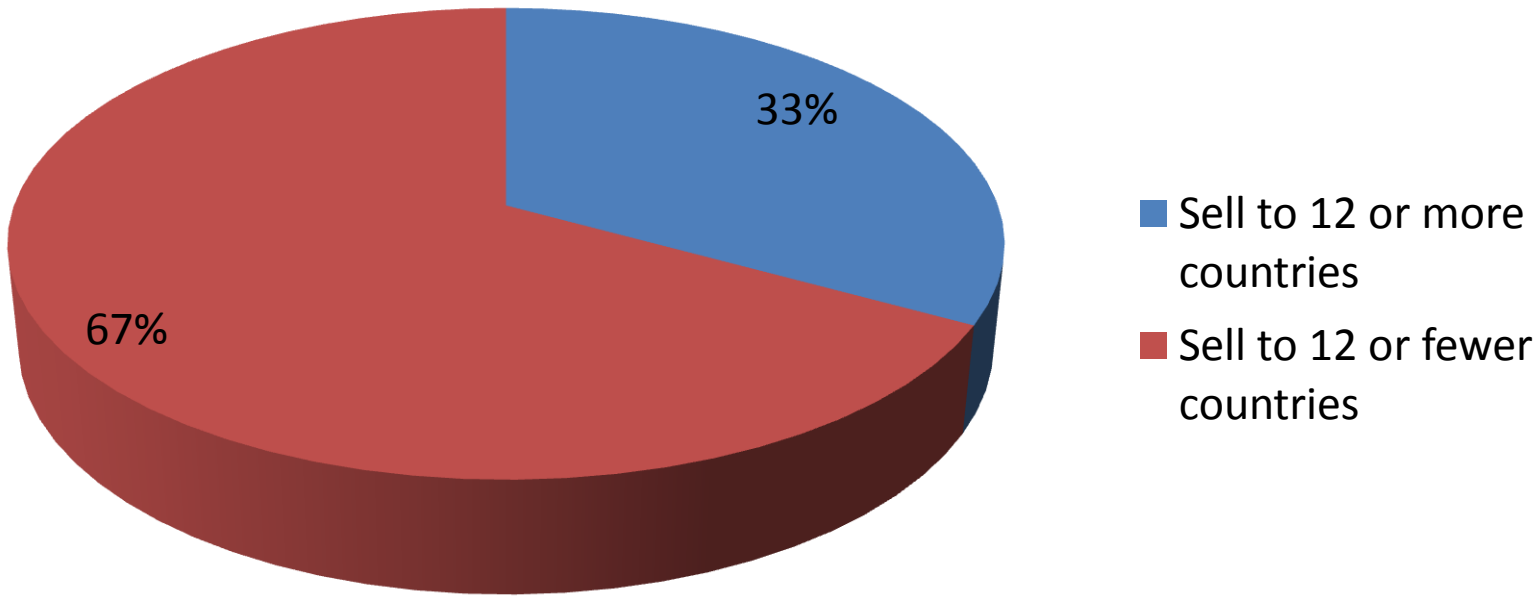
INGRAM | CoreSource

CoreSource Fulfillment Unit Sales by Country



INGRAM | CoreSource®

CoreSource Fulfillment Retailer Distribution



MyiLibrary

Library E-book Platform

FEATURES

Comprehensive access control

New title alerts and product launch updates

Unique collection and promotion opportunities

BENEFITS

Unparalleled title discoverability through industry leading discovery engines.

Industry's foremost patron selection program

Complete integration with Ingram's ipage® | Coutts' OASIS® offering

Accommodates users anywhere in the world

INGRAM | MyiLibrary®

MyiLibrary

990+ Publishers

2,000+ Library partners

2M+ users

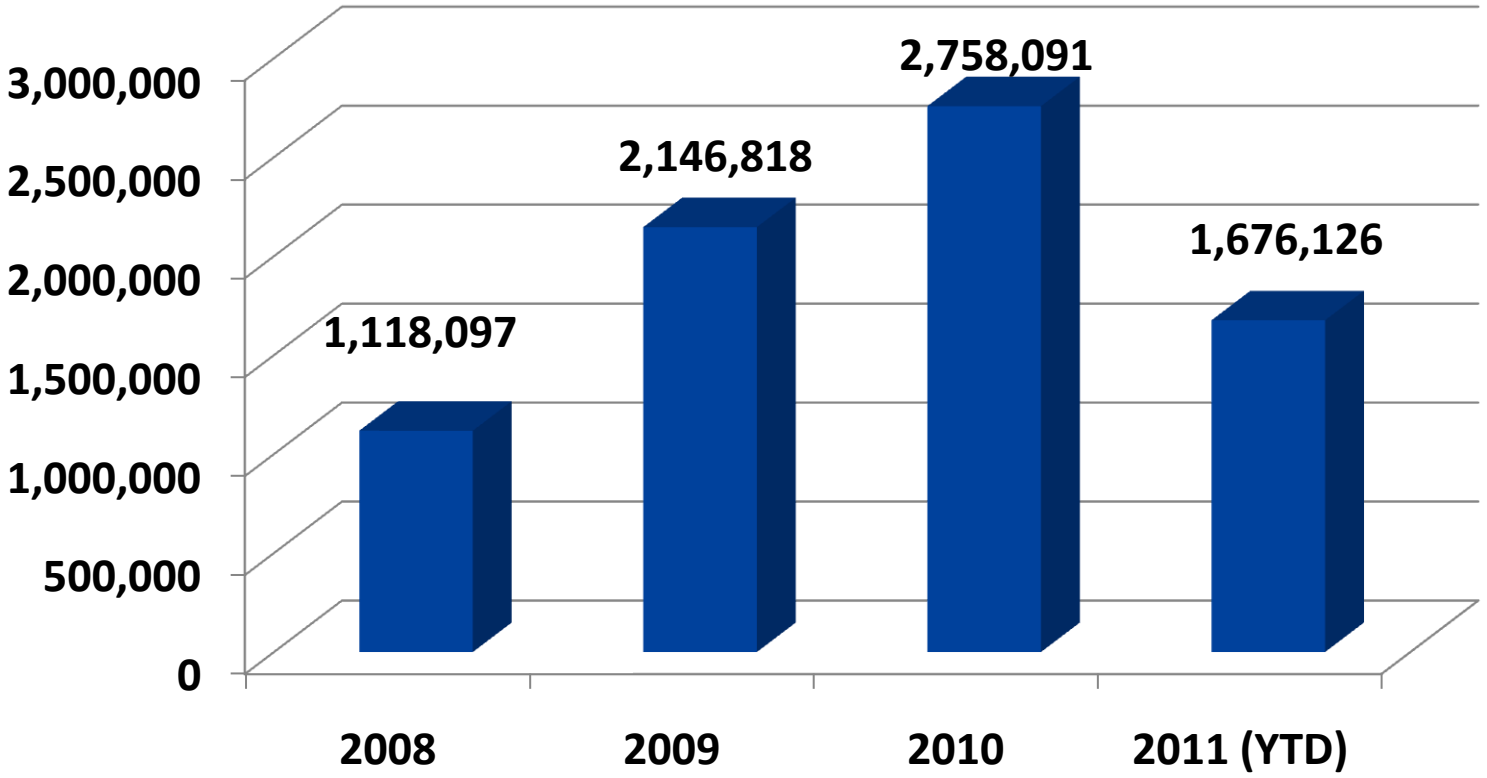
270,000+ Titles

1,500+ new titles added per month

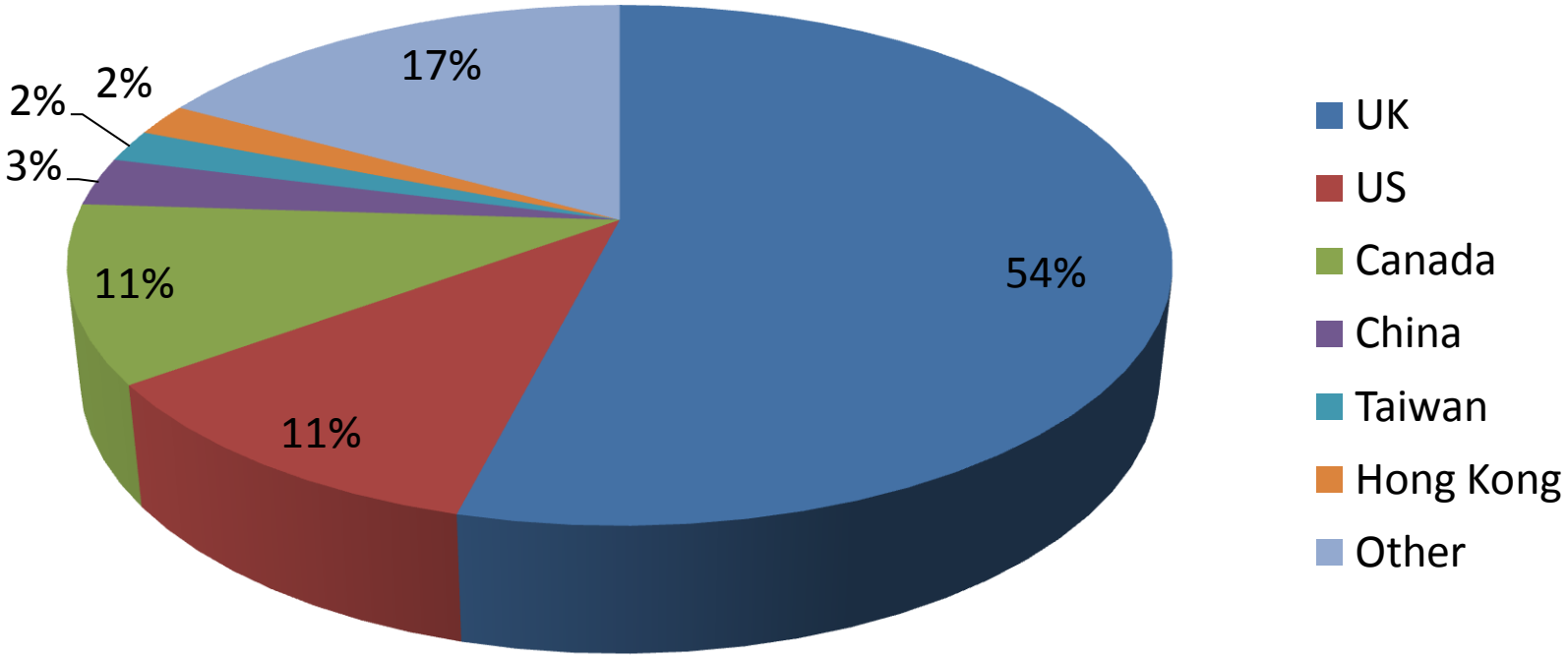
7 Continents

INGRAM | MyiLibrary

MyiLibrary Title Views



MyiLibrary Visitors by Country



VitalSource

E-textbook Delivery Software

SERVICES

Multi-platform e-book access for students
Complete LMS integration
Fully-integrated Apple® mobile app
Access to the most current relevant content
Seamlessly share notes and highlights
Flexible business models

BENEFITS

Accessibility
Works with schools existing LMS
LMS/Portal integration
Multimedia support
Full course access in a single code

INGRAM® | VitalSource®

VitalSource

80+ Publishers

1.6M Users

10,000+ New users per week

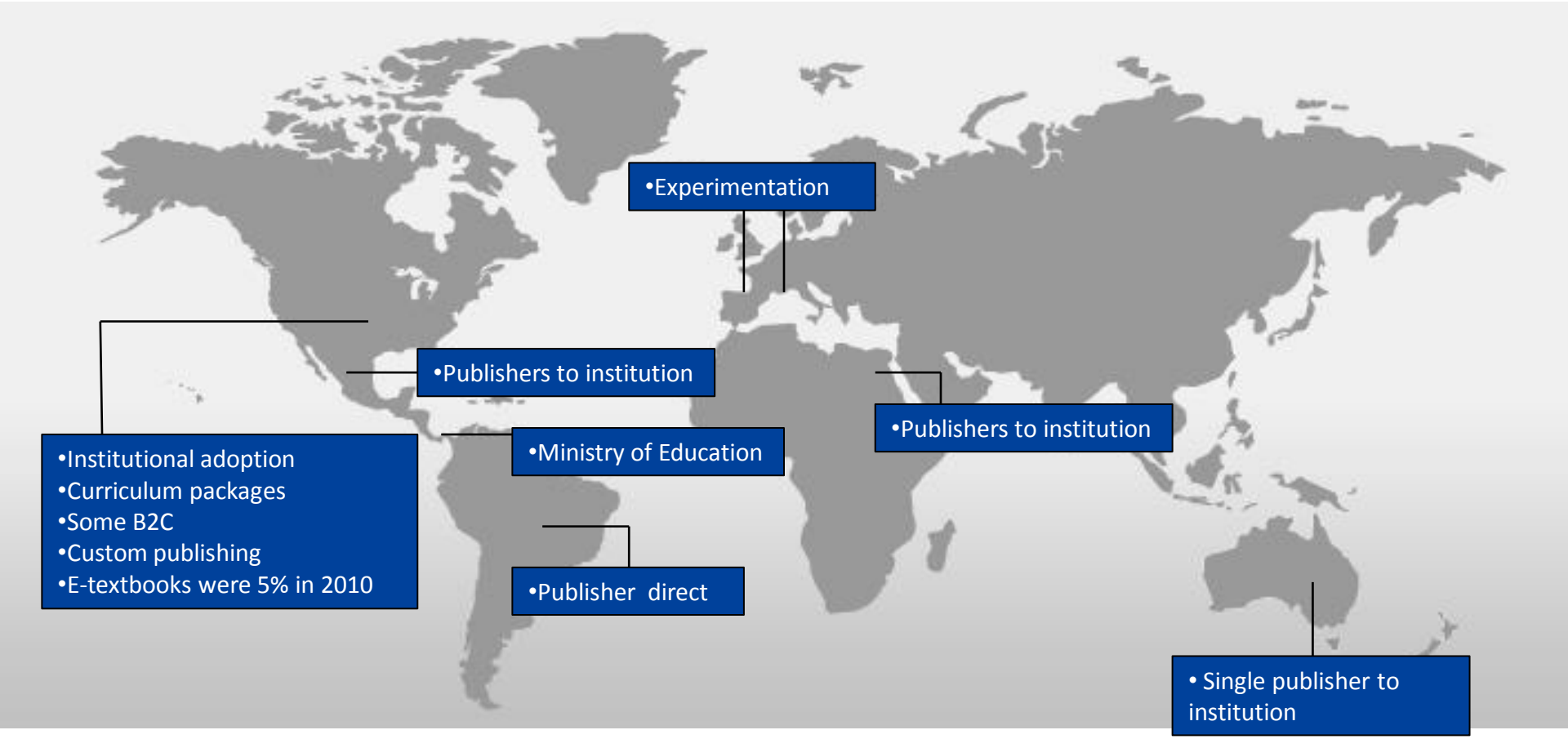
80,000+ Titles

17 Languages

180 Countries

INGRAM | VitalSource

Where are e-textbooks?



VitalSource
Market Growth Past 12 months

Almost **tripled** active registered users

10X online usage

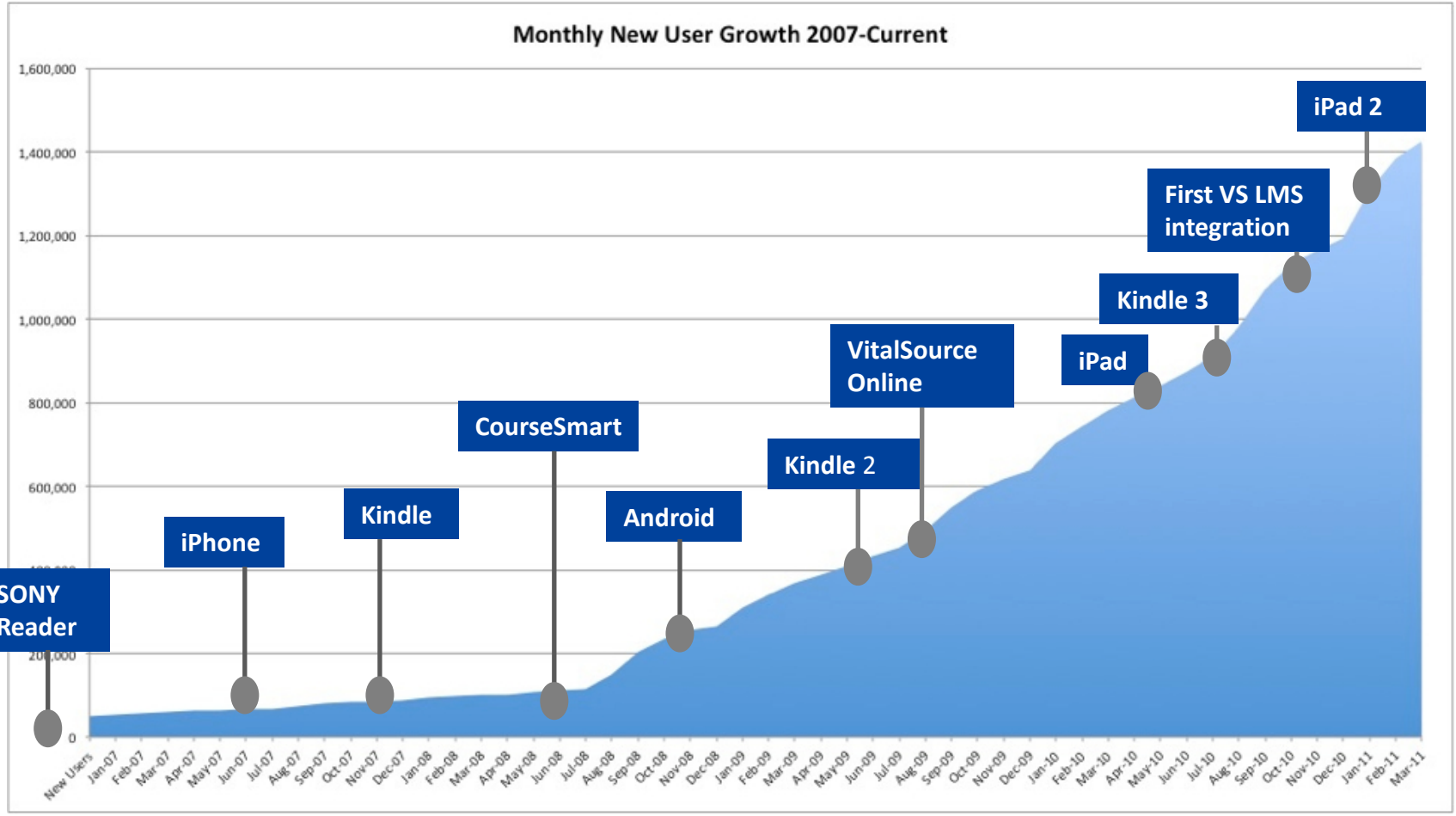
100X notes and highlights

Significant institutional adoptions - US and non-US

More institutions coming online

INGRAM | VitalSource

VitalSource
New User Growth

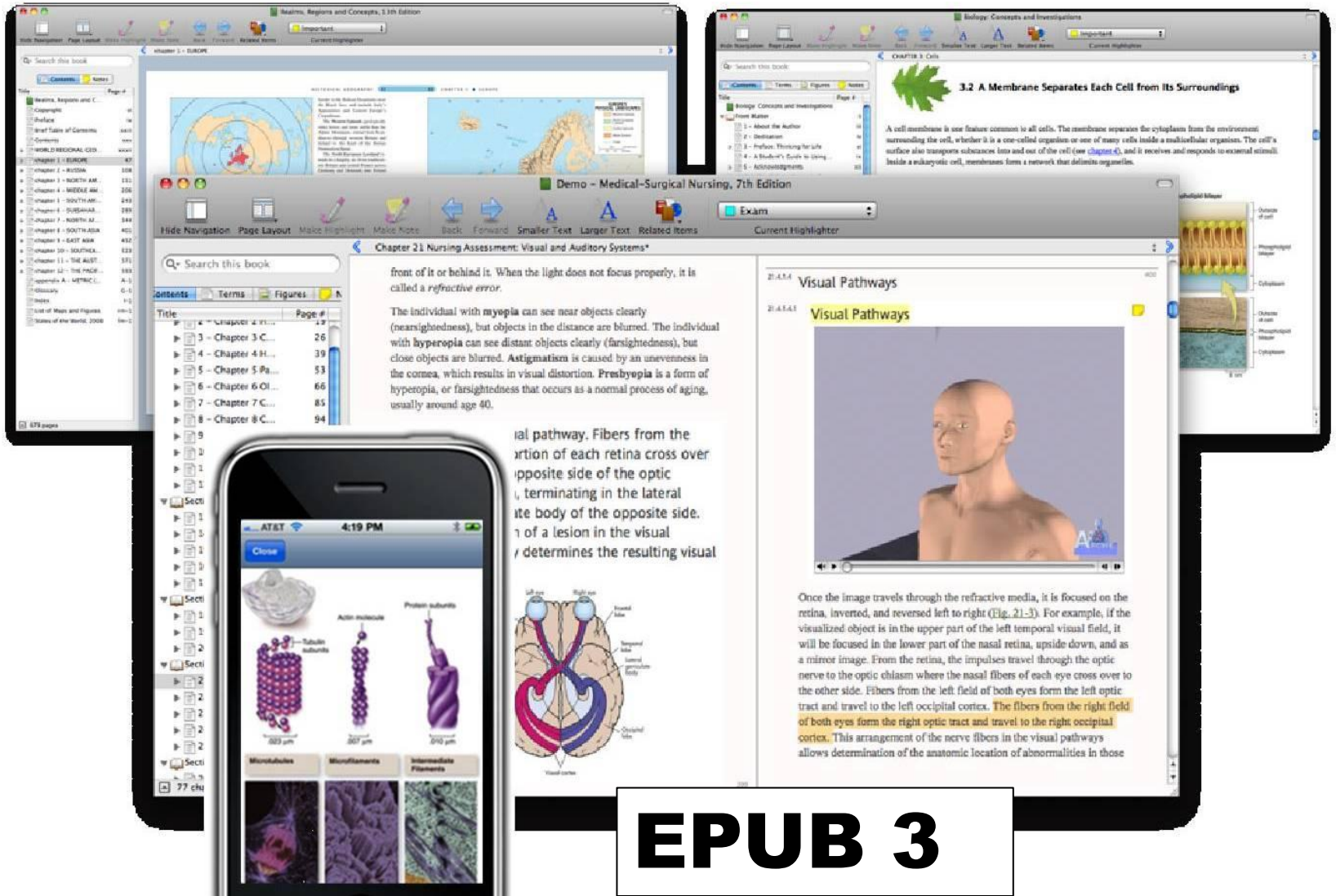


Market Global Growth 2009

Market Global Growth 2010

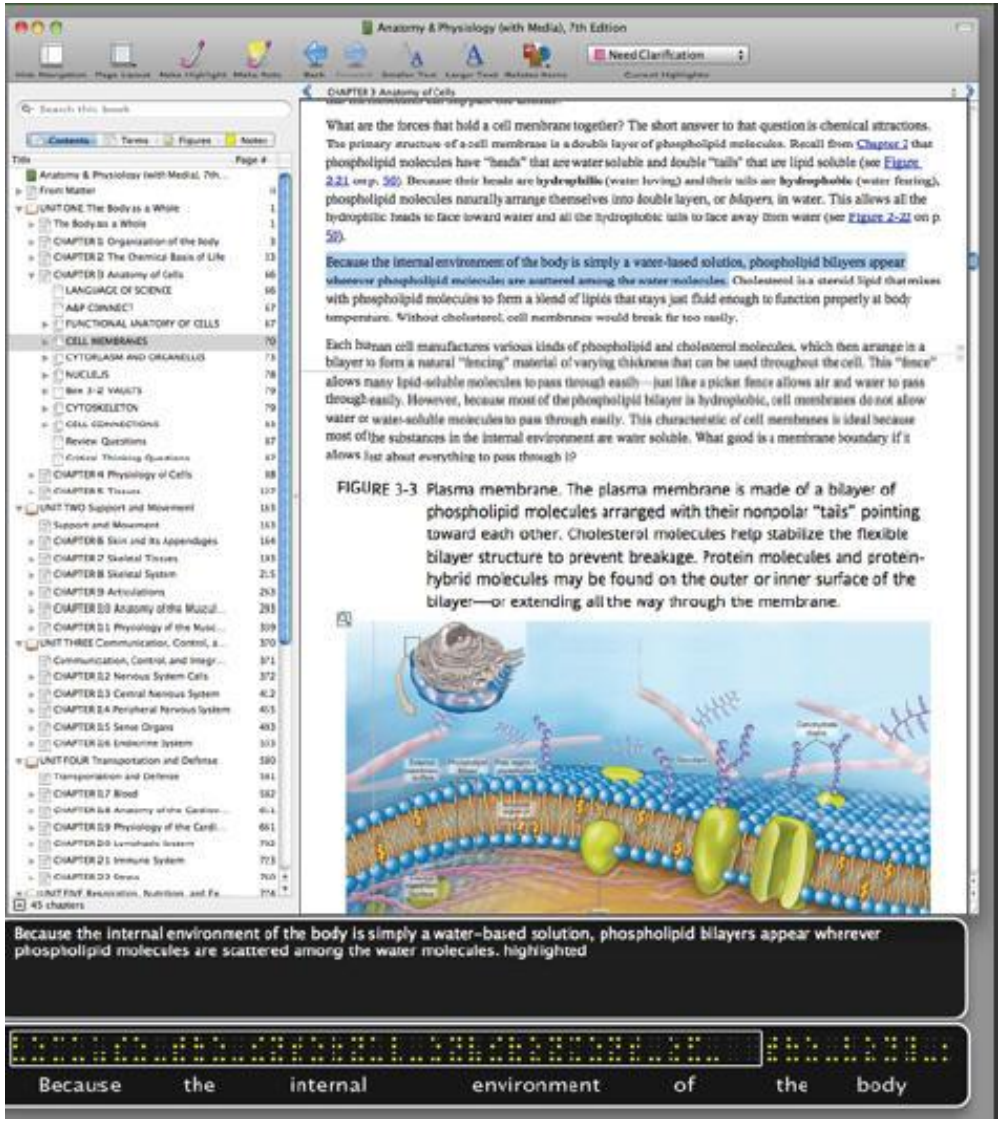
Market Global Growth 2011 YTD

E-textbook formats



EPUB 3

Accessibility Best Practices



Text to speech feed →

Braille reader feed →

MORE THAN DIGITAL CONTENT...

Lightning Source

Eliminate inventory by digitizing print

5.9M+ Titles in digital library
22,230+ Publishers & Imprints
113M+ Books printed LTD
1.7M+ Average books printed per month
4 countries with print facilities

INGRAM | Lightning Source

Ingram Content Group

7.6 M Active titles in 4 DCs

28,000+ Publishers & Imprints

7 Facilities

185+ Countries with orders fulfilled

MORE CONTENT
MORE REACH
MORE SALES

INGRAM®

Booth #4338