

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

Asset Management

670+ Publishers

140 Distribution partners

140,000 Titles

150+ Countries

11 Average distribution partners
per publisher

INGRAM[®]



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



Apple® Referral Program

280+ Publishers

8,000+ Titles



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 Fulfillment

2,000+ Wholesale Publishers (+ US agency)

70+ Live Web sites

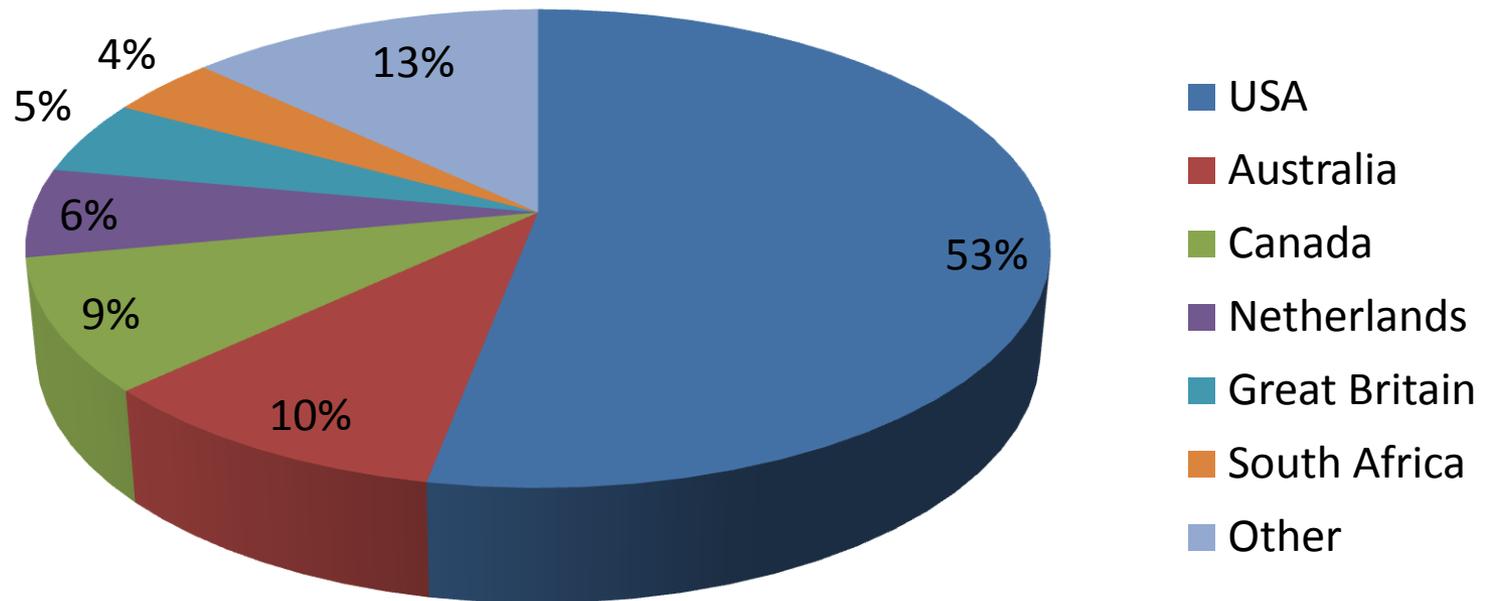
347,700+ Titles

150+ Countries

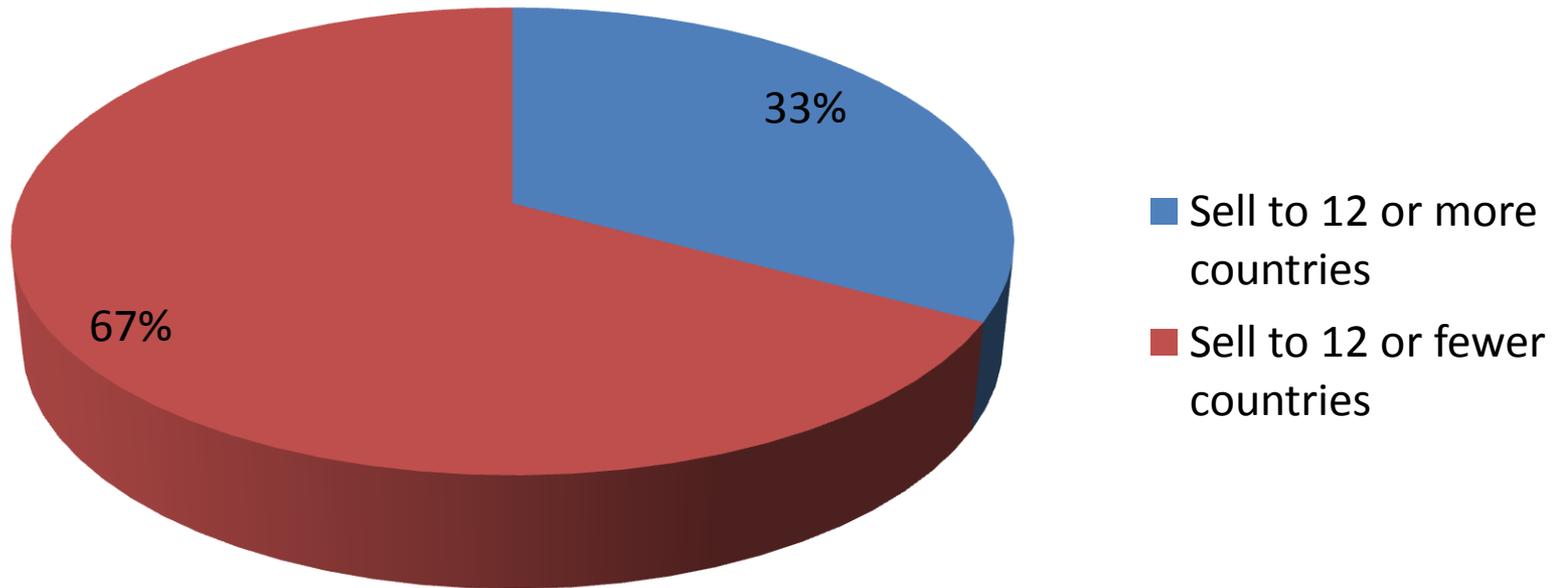
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CoreSource Fulfillment Unit Sales by Country



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

990+ Publishers

2,000+ Library partners

2M+ users

270,000+ Titles

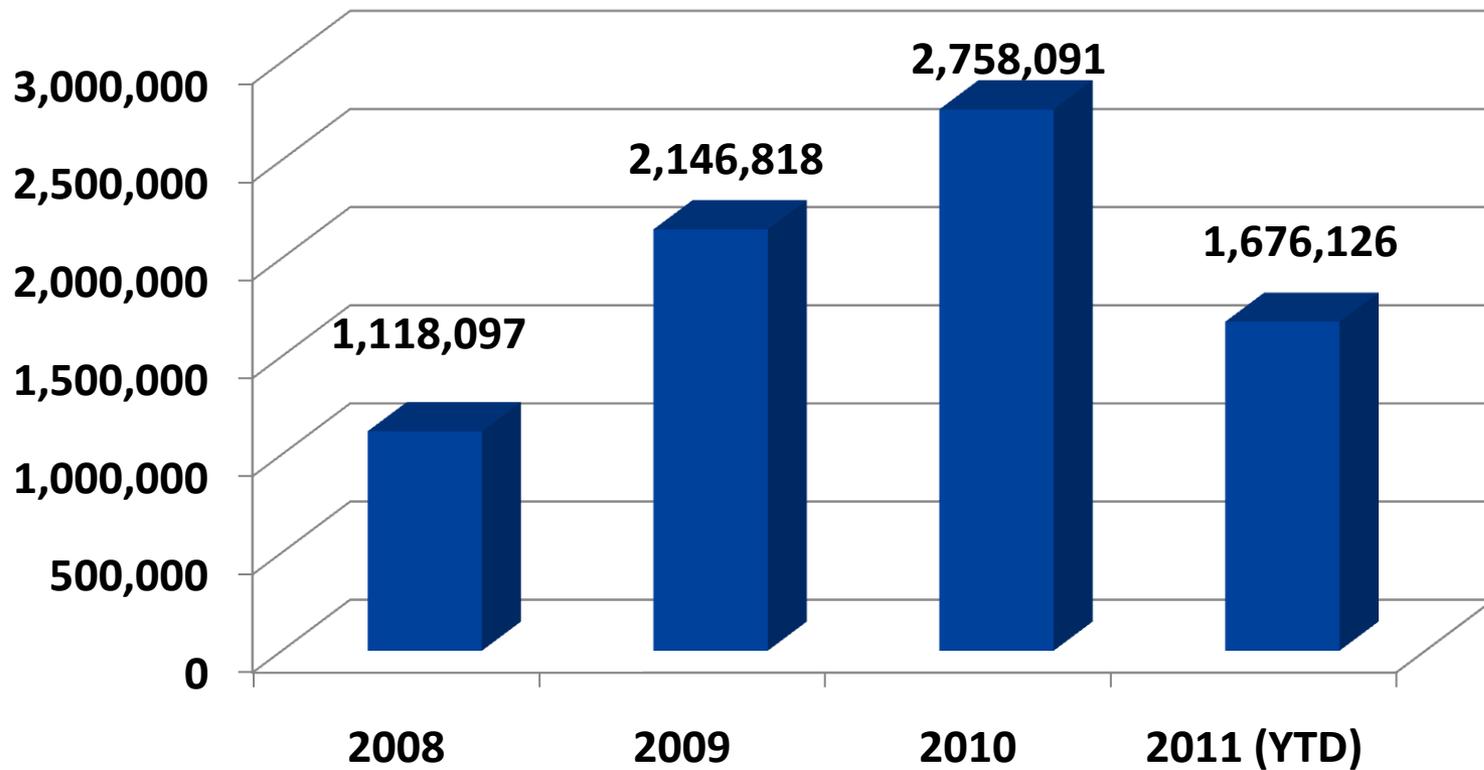
1,500+ new titles added per month

7 Continents

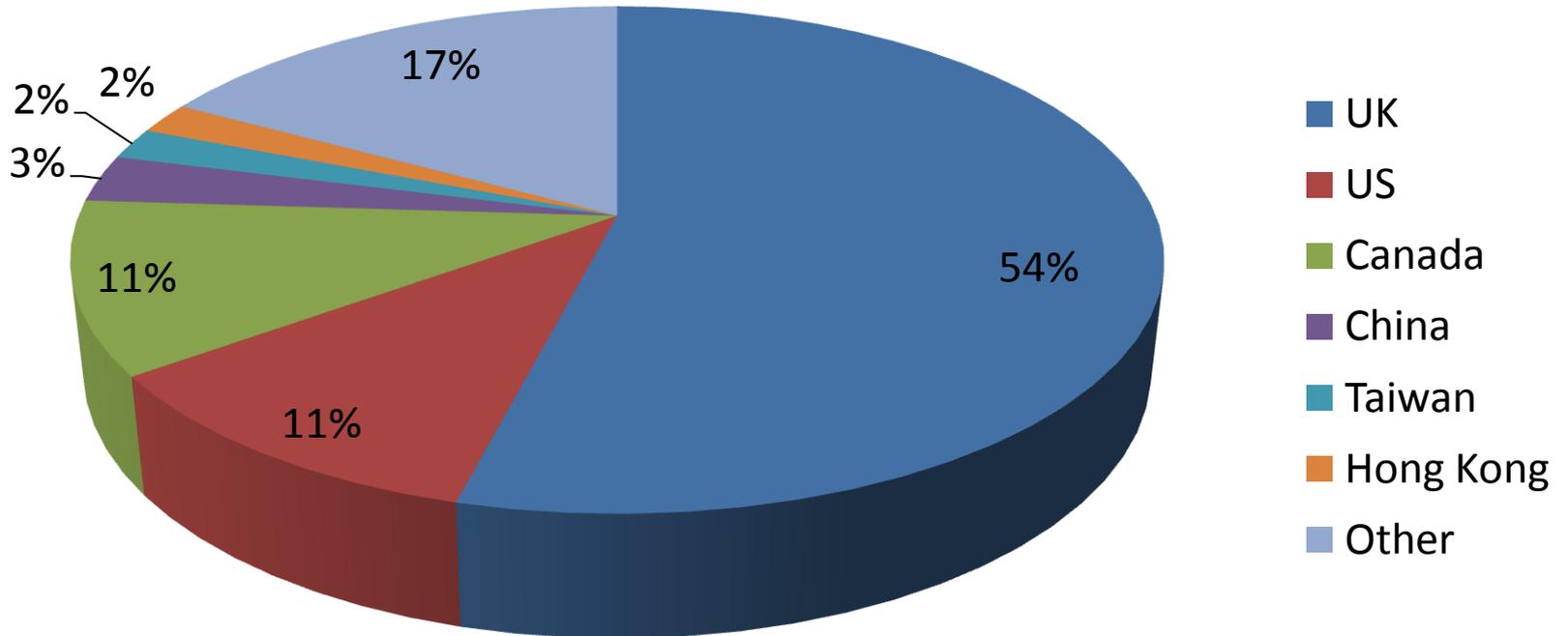
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MyiLibrary Title Views



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

80+ Publishers

1.6M Users

10,000+ New users per week

80,000+ Titles

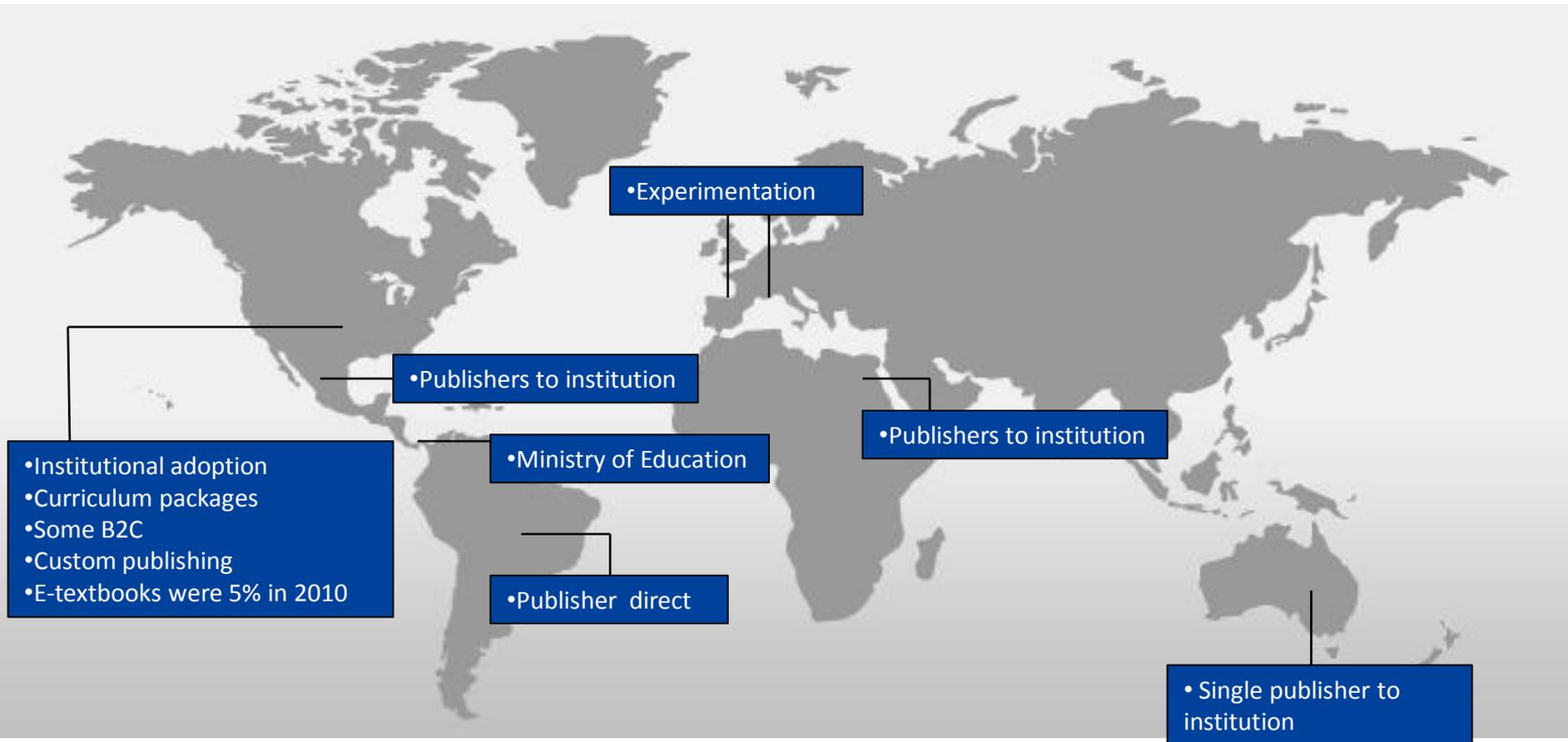
17 Languages

180 Countries

INGRAM[®]



Where are e-textbooks?



VitalSource Market Growth Past 12 months

Almost **tripled** active registered users

10X online usage

100X notes and highlights

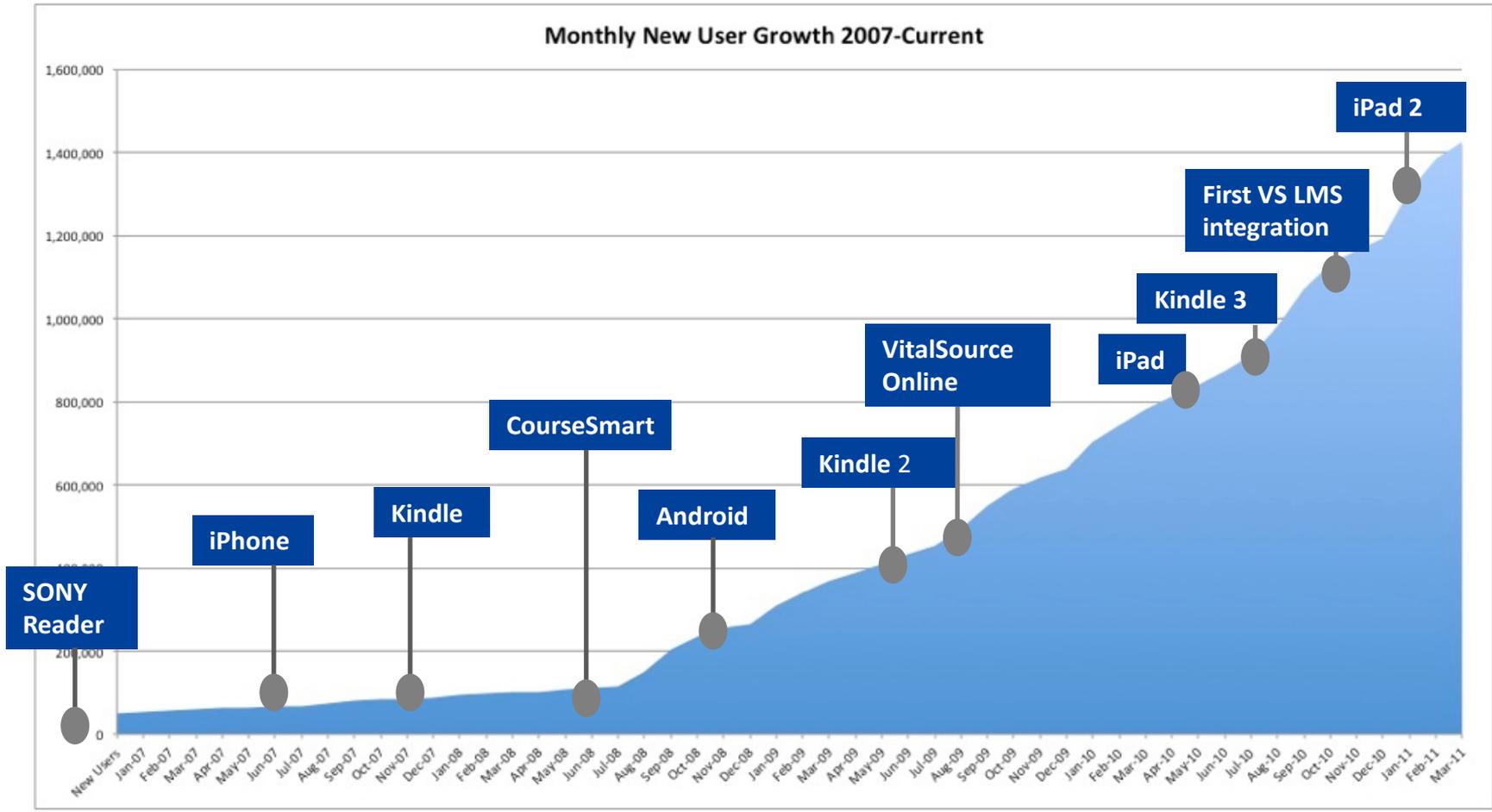
Significant institutional adoptions - US and non-US

More institutions coming online

INGRAM[®]



VitalSource New User Growth



Market Global Growth 2009



Market Global Growth 2010



Market Global Growth 2011 YTD



E-textbook formats

The image displays several e-textbook interfaces across different devices:

- Top Left (Desktop):** A window titled "Realms, Regions and Concepts, 3 3th Edition" showing a world map and a table of contents for Chapter 3.
- Top Right (Desktop):** A window titled "Biology: Concepts and Investigations" showing a chapter on "3.2 A Membrane Separates Each Cell from Its Surroundings" with a diagram of a cell membrane.
- Middle (Desktop):** A window titled "Demo - Medical-Surgical Nursing, 7th Edition" showing a chapter on "Chapter 21 Nursing Assessment: Visual and Auditory Systems" with text about refractive errors and visual pathways.
- Bottom Left (Smartphone):** A smartphone screen showing a chapter on "AT&T" with images of cellular structures: Microtubules (250 µm), Microfilaments (250 µm), and Intermediate Filaments (250 µm).

Visual Pathways

front of it or behind it. When the light does not focus properly, it is called a *refractive error*.

The individual with *myopia* can see near objects clearly (nearsightedness), but objects in the distance are blurred. The individual with *hyperopia* can see distant objects clearly (farsightedness), but close objects are blurred. *Astigmatism* is caused by an unevenness in the cornea, which results in visual distortion. *Presbyopia* is a form of hyperopia, or farsightedness that occurs as a normal process of aging, usually around age 40.

ial pathway. Fibers from the rtion of each retina cross over pposite side of the optic v, terminating in the lateral ite body of the opposite side. r of a lesion in the visual / determines the resulting visual

Once the image travels through the refractive media, it is focused on the retina, inverted, and reversed left to right (Fig. 21-3). For example, if the visualized object is in the upper part of the left temporal visual field, it will be focused in the lower part of the nasal retina, upside down, and as a mirror image. From the retina, the impulses travel through the optic nerve to the optic chiasm where the nasal fibers of each eye cross over to the other side. Fibers from the left field of both eyes form the left optic tract and travel to the left occipital cortex. The fibers from the right field of both eyes form the right optic tract and travel to the right occipital cortex. This arrangement of the nerve fibers in the visual pathways allows determination of the anatomic location of abnormalities in those

EPUB 3

Accessibility Best Practices

The screenshot displays a digital textbook page from 'Anatomy & Physiology (with Media), 7th Edition'. The page content includes a table of contents on the left and a main text area on the right. The text area contains a paragraph about cell membranes and a diagram labeled 'FIGURE 3-3 Plasma membrane'. Below the text, there are two accessibility feeds: a 'Text to speech feed' and a 'Braille reader feed'. The text to speech feed shows the text: 'Because the internal environment of the body is simply a water-based solution, phospholipid bilayers appear wherever phospholipid molecules are scattered among the water molecules.' The Braille reader feed shows the same text in Braille characters.

Text to speech feed →

Braille reader feed →

Because the internal environment of the body is simply a water-based solution, phospholipid bilayers appear wherever phospholipid molecules are scattered among the water molecules.

**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 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