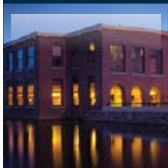




# The Obvious Choice

## EBSCO eBooks: Your Global eBook Sales Partner

### About EBSCO



As the world's largest intermediary between publishers and libraries, EBSCO offers many benefits to its publisher partners. We are

the only eBook distributor that offers libraries the ability to access both their full-text journal databases and eBooks on one online platform.

“With this excellent, flexible product, I can finally see the light at the end of the tunnel for functional, scholarly, ebook-

based research. By integrating access within the library catalog and making the EBSCOhost interface the basis for search and discovery, EBSCO has performed a major service to readers and researchers alike.”<sup>1</sup>

### Primary Benefits of Partnering with EBSCO:

- ▲ Over 115,000 institutional libraries are using EBSCOhost
- ▲ Over 600 sales representatives worldwide
  - US & Canada – 237
  - Europe – 154
  - Latin America – 40
  - Asia, Africa, Oceania – 170
- ▲ Forge a strong partner relationship – EBSCO partners with over 13,000 publishers worldwide
- ▲ Increase usage and boost book sales
- ▲ “Over 50% of all library users report purchasing books by an author they were introduced to in the library.”<sup>2</sup>

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The screenshot shows the EBSCOhost search interface. The search term 'ecology' has yielded 6,890 results. The results list includes:

- Ecology : The Delicate Balance of Life on Earth** by Hollar, Sherman. In: The Environment, Ours to Save. Edition: 1st ed. Britannica Educational Pub. in association with Rosen Educational Services. 2012. eBook. Subjects: JUVENILE NONFICTION / Science & Nature / Environmental Science & Ecosystems; Environmentalism; **Ecology**. Database: eBook Collection (EBSCOhost). Options: Add to folder, eBook Full Text, Download (Offline), Table of Contents.
- Ecology Revisited : Reflecting on Concepts, Advancing Science** by Jax, Kurt; Schwarz, Astrid E. In: HOEK, Handbook of Ecological Concepts. Springer. 2011. eBook. Subjects: SCIENCE / Life Sciences / Biology; NATURE / Reference; SCIENCE / Life Sciences / General; **Ecology**. Database: eBook Collection (EBSCOhost). Options: Add to folder, eBook Full Text, Download (Offline), Table of Contents.
- Ecology**. In: Britannica illustrated science library. Encyclopaedia Britannica. 2011. eBook. Subjects: JUVENILE NONFICTION / General; JUVENILE NONFICTION / Science & Nature / Environmental Science & Ecosystems; **Ecology**-Juvenile literature. Database: eBook Collection (EBSCOhost). Options: Add to folder, eBook Full Text, Download (Offline), Table of Contents.

<sup>1</sup> LaGuardia, Cheryl. eReviews: eBooks on EBSCOhost. *Library Journal*, February 2012

<sup>2</sup> Albanese, Andrew. Survey Says Library Users Are Your Best Customers: Groundbreaking new study shows value of libraries to the book—and the e-book—business. *Publishers Weekly*, October 2011

# Sell Your Content to Institutional Libraries Around the World



## Institutional Libraries Served by Territory

Territory	Institutions
US and Canada	93,152
Latin America	2,247
Europe	7,930
Asia, Africa, Oceania	12,279
<b>Total</b>	<b>115,608</b>

## Institutional Libraries Served by Market

Market	Institutions
Colleges & Universities	17,643
Hospitals & Medical Institutions	6,482
Corporations	2,662
Government Institutions	2,980
Public Libraries	17,910
K-12 Schools	67,931
<b>Total</b>	<b>115,608</b>

## Maximize Your Revenue

- Multiple Purchasing Options
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