

## ebrary Shows Significant Momentum in FY2010

**December 20, 2010 – Palo Alto, CA** – ebrary®, a leading provider of digital content products and technologies, today announced that it has made significant traction in 2010. Among other achievements, the company increased its overall revenue by more than 30 percent over the previous year and doubled its sales in the global corporate market. Additionally, usage of ebrary products grew by more than 33 percent.

“Even during a tough economy, ebrary has had an outstanding year on all fronts,” said Kevin Sayar, President of ebrary. “The time for e-books has truly arrived, and we are proud that our customers and partners have worked with us to ensure that we are at the forefront. We look forward to continually building flexible models that make e-books and other digital content accessible to libraries of all types as well as developing technologies that help make information more discoverable and useful to end-users.”

Key to the company’s growth was the launch of new technologies and models including DASH! (Data Sharing, Fast)™ a unique and complimentary feature of many ebrary products including Academic Complete™ that enables customers to upload and integrate their own digital materials from the convenience of their computers. After a successful pilot program, ebrary also launched a new Patron Driven Acquisition model along with a new ordering system that supports multiple models and provides librarians for the first time with real-time, do-it-yourself collection management, including on-demand profiles and notifications.

ebrary continued to enhance its capabilities in 2010 with the launch of new bookshelves that can be shared via email and on the web; Lists, which enable librarians, professors, and others to create customized, searchable collections of ebrary titles; saved searches that notify end-users when new content is available that matches their interests; and support for the iPad.

Furthermore, in 2010 ebrary grew its selection of e-books and other authoritative content available to libraries by approximately 60 percent over the previous year and signed 35 new publishers, bringing its

total to 500. The company now has more than 76 out of the top 100 YBP approval publishers and offers a growing selection of CHOICE Outstanding Academic Titles and Doody's Core Titles.

Academic Complete, the company's flagship product that is deemed "highly recommended" by CHOICE, now offers simultaneous, multi-user access to a growing selection of more than 52,000 titles, making it the largest and most affordable e-book database licensed by thousands of libraries worldwide. With ebrary's partnership with OCLC signed in 2010, all ebrary MARC records are now discoverable through WorldCat.

ebrary's collection growth and product enhancements have also enabled it to tap new markets. In 2010 ebrary launched Public Library Complete™, a program that includes more than 21,000 e-books with complimentary access for public schools. The company also shipped new products for the government, school, and corporate library markets including pharmaceutical and engineering.

### **Meet ebrary at ALA**

ebrary is showcasing its products and technologies at ALA Midwinter, January 7-10 in San Diego, CA (booth #1701). For a listing of ebrary focus groups and other events, please visit <http://www.ebrary.com/corp/newsALA.jsp>.

### **About ebrary ([www.ebrary.com](http://www.ebrary.com))**

ebrary helps libraries, corporations, publishers, and consumers get the most out of their digital content. The company offers a growing selection of more than 273,000 digital books, handbooks, reports, maps, journals and other valuable content from over 500 of the world's leading publishers under flexible subscription, purchase, and usage-based models. Additionally, ebrary offers content services—DASH! (do-it-yourself), Software as a Service (SaaS) and licensed—for customers to cost-effectively distribute their own PDF content online.

All ebrary products and services can be integrated and delivered via a single easy-to-use interface that includes powerful tools for finding, discovering, and managing information. With ebrary InfoTools™, every word in the ebrary system is a network to other online resources of the customer's choice, extending content value while increasing end-user knowledge and efficiencies.

Founded in 1999, ebrary is privately held and is headquartered in Palo Alto, CA, USA.