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## **Blackwell Book Services Partners with ebrary to Deliver eBooks to the Library Community**

**October 16, 2006 – Lake Oswego, OR** -- Blackwell Book Services and ebrary® announce the launch of ECHO™, the new eContent hosting platform for libraries. With ECHO, libraries worldwide can purchase and manage eBook and print collections within their current acquisitions workflow. Powered by ebrary, ECHO provides an effective and efficient way for libraries to: preview from a growing selection of full-text eBooks, select from either multiple or single-user access for the majority of titles, and purchase titles instantly through Blackwell’s Collection Manager™.

Blackwell and ebrary are collaborating to aggregate current and high-value eContent from the world’s leading academic, STM, and professional publishers.

“We are especially pleased to be working with ebrary, a recognized leader in eContent services. Both ebrary and Blackwell are dedicated to supporting the library community in this ever-changing environment,” states Susan Peterson, CEO of Blackwell Book Services, “And, by combining our strengths, we are better able to respond to, and anticipate, customers’ needs.”

Andrew Hutchings, Managing Director of Blackwell Book Services-UK, comments, “By working together we will deliver to our customers, a combination of excellent eBook solutions and the ability to select and order e-titles through services already tailored to integrate with the libraries’ own acquisitions workflows.”

“ebrary is very excited to partner with Blackwell, and their initiative regarding ECHO, which will facilitate libraries’ ability to acquire eBooks with their existing workflow,” said Christopher Warnock, CEO of ebrary. “Through our partnership, we also aim to work with publishers to make all authoritative academic content available for purchase online.”

eBooks delivered through ECHO feature unique research tools and integrate with other digital resources both in the library and on the web through ebrary's InfoTools™ software. They are also delivered page-by-page online, eliminating cumbersome document downloads.

Key features and benefits of the ECHO platform include:

- Access to a growing selection of tens of thousands of titles from more than 220 leading publishers
- Selection of either single or multi-user access for the majority of titles
- Collection Manager workflow integration and consolidated billing
- Access to a full text preview of a title before making a purchasing decision
- Integration with other digital resources both in the library and on the web through InfoTools
- 24 x 7 x 365 accessibility
- Comprehensive search options
- Copying and printing text with automatic citations with a URL hyperlink back to the source
- Reduced overhead costs through a hosted solution
- Expanded library collection capacity unrestricted by physical space constraints
- Reduced risk of loss due to damage or theft
- Support of distance learning

#### **About Blackwell Book Service ([www.blackwell.com](http://www.blackwell.com))**

Blackwell Book Services has been dedicated to building relationships with librarians and publishers for over 126 years.

Blackwell serves over 15,000 academic, research and special libraries in 120 countries. Through a personalized network of services ranging from approval plans, firm and standing orders, and opening day collections to table of contents enrichment and electronic new title announcement services, Blackwell combines a longstanding tradition of bookselling with the latest information technology tailored to each library's acquisition needs.

Blackwell Book Services has offices in Oxford (England), Lake Oswego, Oregon (USA), Blackwood, New Jersey (USA), and Sydney (Australia).

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

ebrary® is a leading provider of eContent services and technology. The company helps libraries, publishers, and other organizations disseminate valuable information to end users, while improving end-user research and document interaction.

The company has developed a flexible eContent platform, which customers may use in a number of different, integrated capacities: ebrary customers may purchase or subscribe to eBooks and other content under a variety of pricing and access models, and they may license the ebrary platform to distribute, sell, and market their own content online. All options are delivered using a customizable interface and include the ebrary Reader™ with InfoTools™ software, which enable integration with other resources to provide an economical and efficient way to utilize information.

ebrary currently offers a growing selection of more than 120,000 eBooks and other titles from more than 220 leading publishers and aggregators.

For three consecutive years, ebrary has been named to the eContent 100 list of “companies that matter most” in the digital content industry.

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

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