



Media Contact

Tish Wagner

Wagner Communications

707-963-8935

tish.wagner@ebrary.com

Ian Hames Joins ebrary as VP of International Sales

October 8, 2008 – Palo Alto, CA – ebrary®, a leading provider of e-content services and technology, today announced that industry veteran Ian Hames has joined the company as Vice President of International Sales. With nearly 20 years of sales experience in the publishing sector – half of which were spent in the online information industry – Hames will play a critical role in driving ebrary’s international sales strategy and expanding the company’s customer base worldwide.

Based in the United Kingdom, Hames will report to Kevin Sayar, President and Co-founder of ebrary.

“Ian’s extensive background in the publishing and digital information market is an ideal match for ebrary, as we are continually developing new products and technologies for libraries, publishers, corporations, and other global markets,” said Sayar. “We are delighted to welcome Ian to our team.”

“ebrary has achieved amazing results internationally – and globally – on a number of fronts,” said Hames. “ebrary has thousands of customers throughout the world, serving more than 12.5 million end users with e-book products and related services and technologies. We expect this number to grow exponentially as ebrary continues to develop new technologies that greatly enhance the way in which information is acquired, distributed, and consumed. This is an exciting time to join ebrary.”

Hames has extensive experience in senior sales management positions with companies including Ovid, Oxford University Press, and most recently Ingram Digital. He is a Modern Languages & Politics graduate from Sheffield City Polytechnic and has an MBA from Manchester Business School, both in the UK.

About ebrary (www.ebrary.com)

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

The company has developed a flexible e-content platform, which customers may use in a number of different, integrated capacities: ebrary customers may purchase or subscribe to e-books 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.

The ebrary system currently hosts more than 170,000 e-books and other titles from more than 300 leading publishers and aggregators.

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

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