



One e-content platform.  
Many ways to use it.

# Company Fact Sheet

*ebrary® is a leading provider of e-content services and technology. The company helps libraries and other organizations disseminate valuable information to end-users, while providing publishers and content providers with new revenue streams.*

## FOUNDED

February 1999 by  
Christopher Warnock and Kevin Sayar

## HEADQUARTERS

Palo Alto, California, USA

## LEADERSHIP

Christopher Warnock, CEO

Kevin Sayar, President

Chris Radcliffe, VP of Engineering

Leslie Lees, VP of Strategic  
Market Development

## EMPLOYEES

Approximately 60 employees in  
North America

## MARKETS AND PRESENCE

ebrary's primary market is academic libraries. The company also serves public and government libraries, corporations, and publishers.

According to Outsell, the information industry will reach \$458 billion by 2008. The Search, Aggregation and Syndication portion of this market will reach \$68 billion in the next three years.

E-books currently represent a \$20 million market in the U.S. alone and is the fastest-growing sector of the publishing business (International Digital Publishing Forum (IDPF)).

Academic Research Libraries in the U.S. are spending an average of 31% of their materials budgets on digital resources (ARL, 2006).

## Customers

ebrary has more than 1,400 library customers throughout the world, serving more than 12.5 million end-users.

While the majority of ebrary customers subscribe and purchase ebrary content aggregated from leading publishers, a growing number are licensing the ebrary

platform to distribute, market, and sell their own proprietary content online.

ebrary's platform customers include Blackwell Book Services, The McGraw-Hill Companies, Duke University Press, Ontario Council of University Libraries, Brigham Young University, Informa Healthcare, PriolInfo, Stanford University, the American Library Association (ALA), the Special Library Association (SLA), CyberLibris, Gibson Library Connections, and e-libro.

## Partners

ebrary has partnerships with more than 300 leading publishers such as The McGraw-Hill Companies, Springer, Elsevier, Taylor & Francis, John Wiley & Sons, and many university presses around the world.

Additionally, ebrary partners with leading vendors in the library market such as YBP Library Services and Blackwell's to further promote and sell their titles to a vast international customer base while building the ebrary brand.

ebrary has also formed strategic partnerships with digitization companies such as Kirtas, which licenses the ebrary platform to their clientele.

## CORE OFFERINGS

ebrary has developed a flexible e-content platform, which customers may use in a number of capacities:

- Subscribe to pre-selected or custom databases with simultaneous, multi-user access
- Purchase individual e-books choosing single or multi-user access for most titles
- Create a custom collection, mixing and matching models to meet their needs and budget requirements
- Use the ebrary platform to distribute their own PDF content online under a variety of business models

What makes ebrary's platform unique is that all documents, regardless of access or payment model, can be cross-referenced, and are full-text searchable. Additionally, they integrate with other online resources and information on the web through the ebrary Reader™ and InfoTools™ software.

All ebrary products can be delivered via the same customizable interface.

The ebrary platform is currently available in English, French, Spanish, Portuguese, and Swedish.

## KEY TECHNOLOGIES

The ebrary platform includes the ebrary Reader, which receives more than 100,000 downloads per month, and InfoTools.

### ebrary Reader

The ebrary Reader is a 700K plug-in that provides every e-book or other PDF document submitted into the ebrary platform with sophisticated research utilities including InfoTools.

Key capabilities:

- InfoTools provides contextual linking and enables integration with other online resources
- The ebrary Reader streams pages, providing faster access to large documents
- Personal bookshelves automatically save links to highlights, notes, and bookmarks
- Multiple search options including simple, advanced, full-text, key word, Boolean, and proximity. ebrary also supports federated search
- Numerous ways to navigate throughout a document
- Copying and printing text with automatic citations with a URL hyperlink back to the source
- Typing notes inside a document
- Highlighting text in multiple colors
- Reporting tools and usage statistics

Additional features from ebrary's new Java-based Reader, currently in beta:

- Better annotating options, including multiple highlights and notes per page, resizable and movable notes, highlights with or without notes attached, and color coding of notes and highlights

- Ability to transform text into a hyperlink to a URL of the end-user's choice
- Improved keyboard shortcuts to assist end-users with special accessibility needs
- Transparent updates, eliminating the need for end-user or IT intervention
- Ability to display, print, and copy/paste text from documents in any language

### InfoTools

ebrary InfoTools allows integration with other online resources and information on the web.

The InfoTools menu can be customized to link end-users to the resources of the customer's choice. These resources can include other online databases, a library's OPAC, online dictionaries, encyclopedias, and more.

Many InfoTools menu items can be activated by selecting a word or phrase of interest in an ebrary document. ebrary provides an automatic contextual link.

## CONTENT

ebrary currently offers a growing and current selection of more than 170,000 e-books and other titles from more than 300 leading academic, STM, and professional publishers and aggregators.

The ebrary collection is primarily in English. It covers all academic subject areas with strengths in business & economics, computers & technology, science, medicine, education, history, and social science.

Publishers may choose to make titles available for purchase, subscription or both, providing a flexible way for libraries to acquire valuable information.

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## CONTACT EBRARY

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