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EIGHT NEW PUBLISHERS CHOOSE EBRARY TO SECURELY DISTRIBUTE BUSINESS AND TECHNOLOGY CONTENT ONLINE

October 7, 2002 – Mountain View, CA – ebrary® (WWW.EBRARY.COM), a leading provider of information distribution and retrieval services, today announced that AMACOM Books, American Enterprise Institute, Career Press, CMP Books, Dearborn Trade Publishing, Idea Group, No Starch Press, and Syngress Publishing will leverage its online services to securely distribute hundreds of new titles in Business & Economics and Computers & Technology to institutional markets. The partnerships will benefit publishers by presenting new revenue opportunities, while enabling institutions such as libraries to augment their collections with authoritative digital content.

“ebrary offers an exciting opportunity for us to grow our business while at the same time providing a valuable service to libraries and other institutions whose patrons now have an opportunity to find Dearborn titles as a part of the ebrary database,” said Cynthia A. Zigmund, Vice President & Publisher, Dearborn Trade Publishing. “We are extremely pleased to be a part of ebrary’s innovative product offering, which finds new revenue in the institutional market for our books.”

More than 130 world-class academic, professional and trade publishers are currently distributing over 15,000 books and other publications to libraries and other institutions worldwide through ebrary. The company’s database is particularly strong in Business & Economics (over 2,000 titles, 65% of which were published in 2000-2002) and Computers & Technology (over 1,000 titles, 67% of which were published in 2000-2002). ebrary also offers outstanding depth and currency in Social & Behavioral Sciences, Humanities, Education, and many other academic subjects.

“We are highly focused on expanding our collection in categories that provide the best possible opportunities for both our publishing partners and institutional customers,” said Christopher Warnock, CEO of ebrary. “By partnering with these eight leading publishers, we can enhance our collection in several key areas. From business management

and personal finance, to application development and networking, ebrary’s Business & Computer lists will be positively impacted with the additions of hundreds of new titles.”

DISTRIBUTION SERVICE FOR PUBLISHERS

ebrary offers its publishing partners a range of online distribution services for reaching institutional and other target markets. Among other options, publishers may

1. Distribute content through ebrary and its global network of resellers as part of the ebrarian® for Libraries aggregation;
2. Distribute “branded collections” to institutions through ebrary and its resellers;
3. License ebrary’s technology to distribute content under their own brands using payment models that meet their requirements; or
4. Leverage a combination of the above distribution options.

Through partnerships with major library resellers such as Coutts Library Services, covering the UK and Europe, iGroup, serving the Asia-Pacific, as well as regional library networks in the U.S., ebrary provides its publishing partners with efficient access to tens of thousands of libraries and other institutional customers.

ABOUT AMACOM BOOKS

AMACOM, the book publishing division of American Management Association, delivers classic and innovative business solutions for crucial business concerns. AMACOM’s editorial mission is to help individuals increase their skills and knowledge, improve organizational performance, and illuminate vital business issues.

ABOUT THE AMERICAN ENTERPRISE INSTITUTE

The American Enterprise Institute for Public Policy Research is dedicated to preserving and strengthening the foundations of freedom—limited government, private enterprise, vital cultural and political institutions, and a strong foreign policy and national defense—through scholarly research, open debate, and publications. AEI issues a range of publications in economics and trade; social welfare; government tax, spending, regulatory, and legal policies; U.S. politics; international affairs; and U.S. defense and foreign policies.

ABOUT DEARBORN TRADE PUBLISHING

One of the nation's leading business publishers, Dearborn Trade Publishing, a Kaplan Company, publishes approximately 50 new titles each year, with a focus on personal finance and investing, management and entrepreneurship, sales and marketing, and real estate.

ABOUT CAREER PRESS

Career Press was founded in 1985 as a niche publisher of targeted career directories. Now, 17 years later, Career Press boasts an active, strong-selling backlist of nearly 300 titles spanning careers, personal finance, business management, study skills, and leisure pursuits. Career Press publishes general non-fiction that addresses real, practical human needs. Its useful, accessible, "how-to" books reach a broad market of average Americans – people grappling with universal issues relating to job-hunting, career management, education, money, and personal goals.

ABOUT CMP BOOKS

CMP Media is a leading high-technology business-to-business multimedia company that provides essential information and integrated marketing services to technology professionals worldwide. Its CMP Books division publishes books across technology fields, including telecommunications and call center management; web and e-business development; embedded systems and programming; and digital video, AutoCAD and gaming.

ABOUT IDEA GROUP

Idea Group Inc. (IGI) is an innovative international publishing company, founded in 1987, specialized in information science, technology and management books, journals and teaching cases. Through its three imprints, Idea Group Publishing, IRM Press, and Information Science Publishing, IGI produces high-quality research and professional publications aimed at aiding information science and technology professionals in keeping up with emerging innovations, technologies, and managerial techniques, allowing them to achieve greater strategic utilization and management of technology in their organizations.

ABOUT NO STARCH PRESS

San Francisco based No Starch Press, Inc. is an independent publishing company producing readable, information-packed computer books on topics such as Open Source, Web development, computer security, programming tools, and alternative operating systems.

ABOUT SYNGRESS PUBLISHING

Headquartered in Rockland, MA, Syngress Publishing is an independent publisher of print and electronic reference materials for Information Technology professionals seeking skill enhancement and career advancement. Distributed throughout Europe, Asia, South America, and the U.S., Syngress titles have been translated into six languages and have sold more than 1,500,000 copies in the last two years.

ABOUT EBRARY

ebrary is a leading provider of information distribution and retrieval services. The company's customizable ebrarian solution combines powerful software with more than 15,000 copyright-protected books, periodicals, reports, and other online documents provided by more than 130 of the world's leading publishers. The ebrarian solution enables libraries, institutions and other organizations to give their users access to authoritative materials and customizable research tools that allow them to automatically access additional materials, biographical information, maps, translations, definitions and more when words or phrases are selected. ebrary's publishing partners benefit from new sales and marketing opportunities on the Internet. ebrary is privately held and is funded by Random House Ventures LLC, Pearson plc and The McGraw-Hill Companies. For more information, visit WWW.EBRARY.COM.