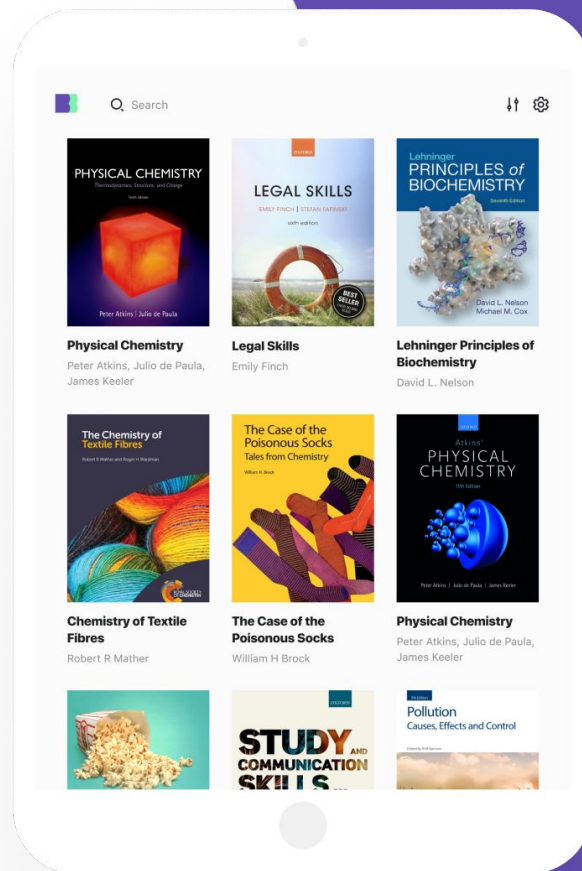


# BibliU Questions? Demo Accounts?

**John Holdcroft, AVP**  
[john.holdcroft@bibliu.com](mailto:john.holdcroft@bibliu.com)  
206-854-5054

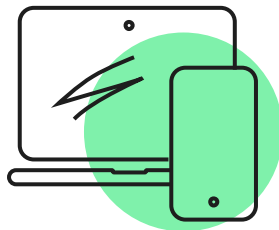


# What is BibliU?

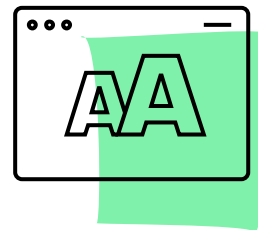
We're an industry-leading eTextbook, courseware and monograph workflow platform, providing a world-class platform across all devices to over 140 customers



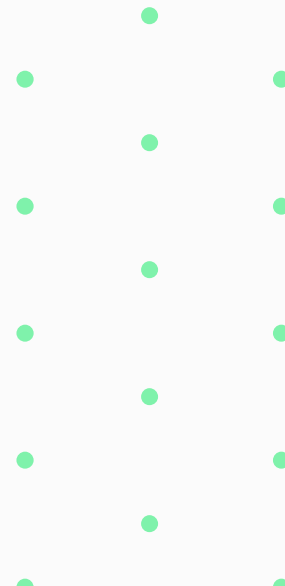
**2 million titles  
from over 2,000  
Publishers**



**Fully customised  
integration to fit all  
your requirements**



**Leading user  
experience for  
eTextbooks**



# Universities Globally are Partnering with BibliU



BibliU works with over 140 higher education institutions, running some of the largest courseware delivery programs in the world



# Publishers we work with

BibliU works with over 2000 publishers, big and small, with many more added weekly, including:

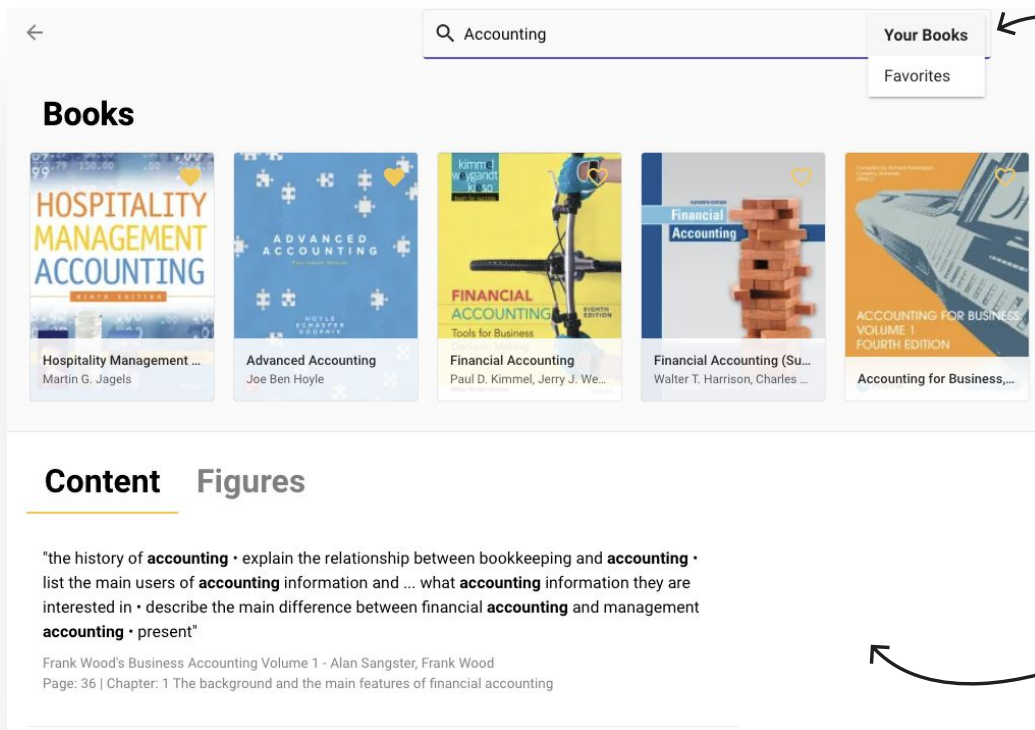


**And  
many  
more!**

# Why Readers Love BibliU



# BibliU's 'Google-like' search across all books



← Accounting Your Books Favorites

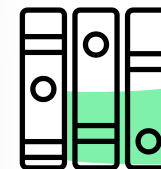
**Books**

- Hospitality Management ...  
Martin G. Jagels
- Advanced Accounting  
Joe Ben Hoyle
- Financial Accounting  
Tools for Business  
Paul D. Kimmel, Jerry J. We...
- Financial Accounting (Su...  
Walter T. Harrison, Charles ...
- Accounting for Business, ...

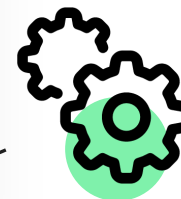
**Content** **Figures**

"the history of **accounting** • explain the relationship between bookkeeping and **accounting** • list the main users of **accounting** information and ... what **accounting** information they are interested in • describe the main difference between financial **accounting** and management **accounting** • present"

Frank Wood's Business Accounting Volume 1 - Alan Sangster, Frank Wood  
Page: 36 | Chapter: 1 The background and the main features of financial accounting

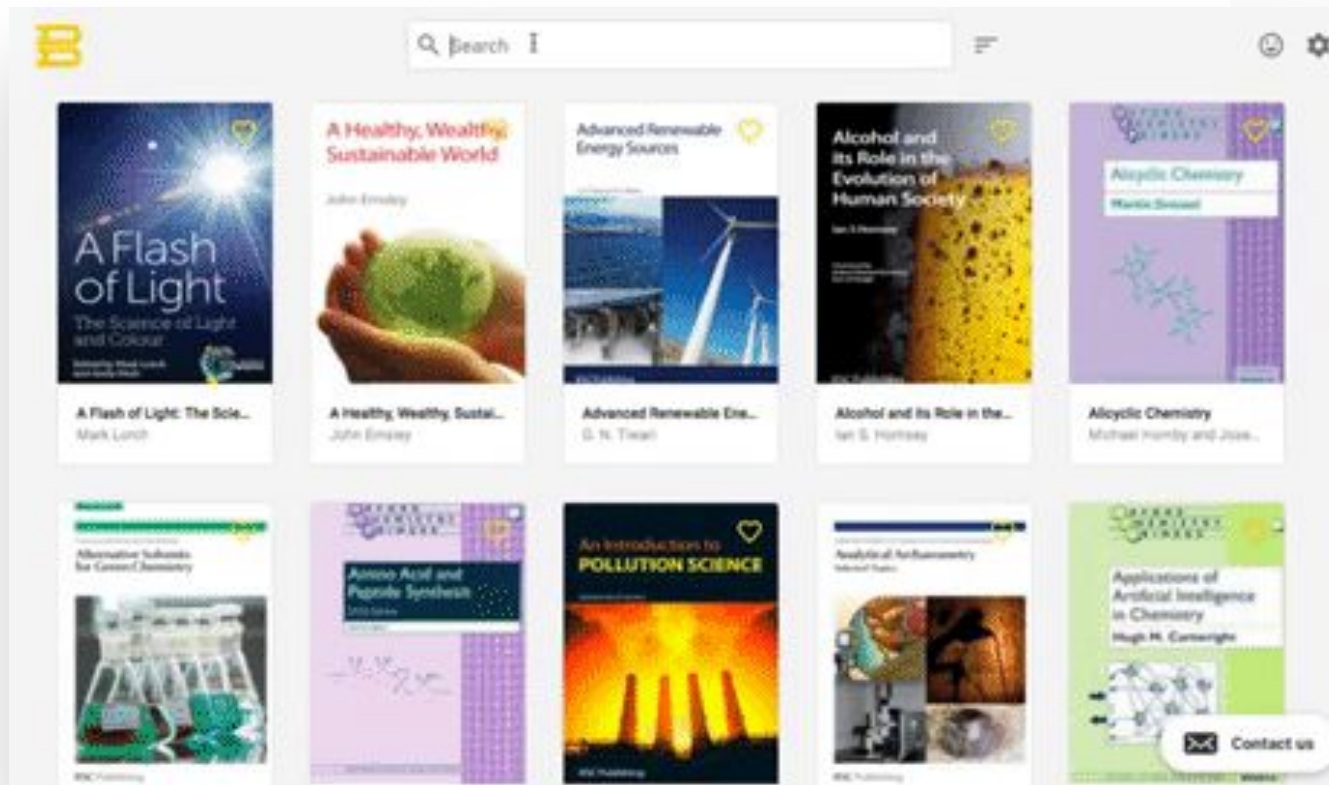


Full text search  
across library,  
single books, and  
favorites



Relevant sections  
and figures from all  
books at your  
institution

# We make content more discoverable



# US Business Models





# BibliU's Solution: Learning Enablement

Solutions

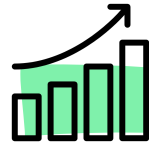
Providing all students with affordable digital content that faculty want to use



Guarantees lowest prices, including Amazon



Ease of access, modern UI, lowest technical issues in market



Massive increase in auxiliary revenue



OER fully supported and used to lower prices further

# Learning Enablement with BibliU

## What are the benefits of BibliU?

- ✓ **Affordable access** – at \$35-\$45 per student, per class, can save students up to \$2.5 million annually
- ✓ **Aux Revenue Generated** – 5000 students x \$15 x 6 classes = \$450,000
- ✓ **Best price point on the market** – 50% less than bookstores, 25% less than Amazon
- ✓ **Integration with financial aid** broadens access and simplifies enrollment
- ✓ **Day-one access** to materials with LMS integration
- ✓ **OER options** for every class
- ✓ **Print-on-demand** option for print strategy
- ✓ **Courseware options also available**

# Cost-Effective Digital Textbook Reserves

Challenge

How can we ensure that all students have access to the texts they need to succeed, both in the classroom and remotely?



# User-Activated Acquisition (UAA) is the Answer

Solution

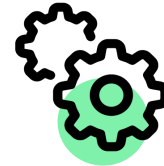
BibliU provides an improved user experience for students at a lower cost



Equitable access  
to content



Cost-effective



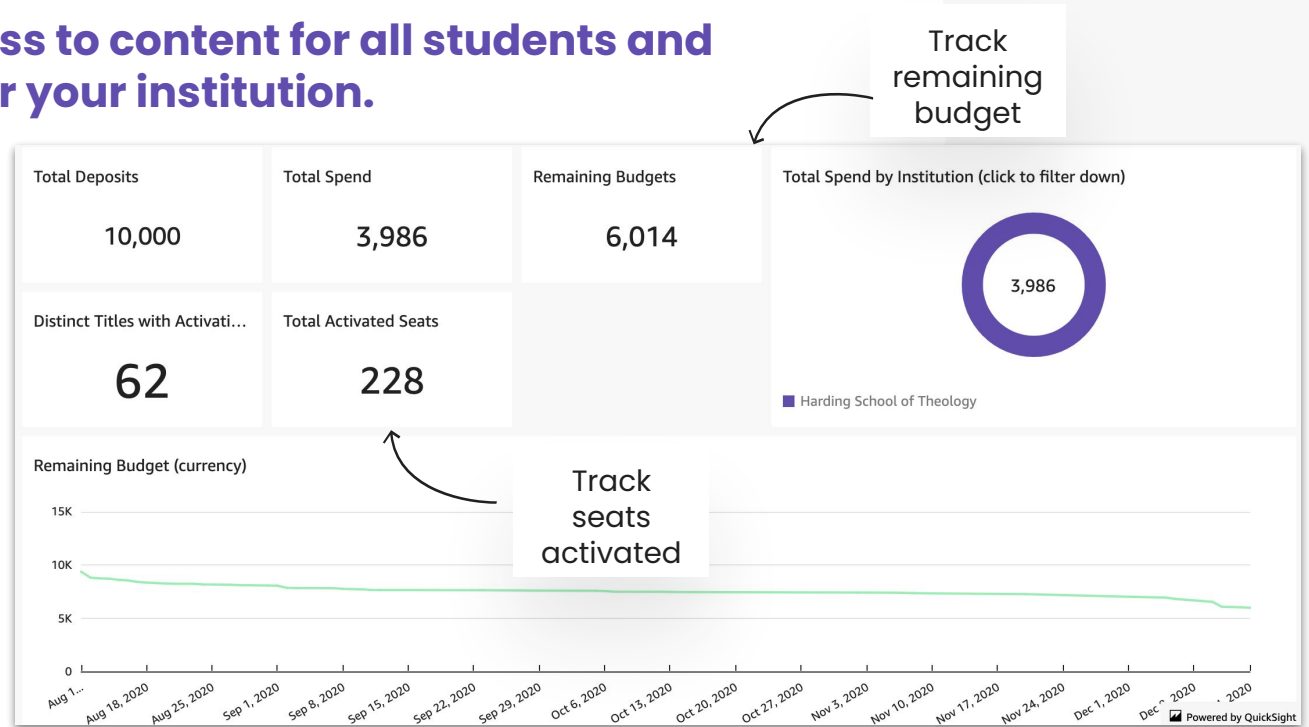
Flexible and  
customizable

# What is User-Activated Acquisition (UAA)?

**UAA guarantees access to content for all students and certainty of budget for your institution.**

With our UAA model, your institution will put down an initial deposit, and the cost of content is debited each time a student accesses a book past the preview.

Track your student spending with our UAA dashboard



# BibliU - What makes us different

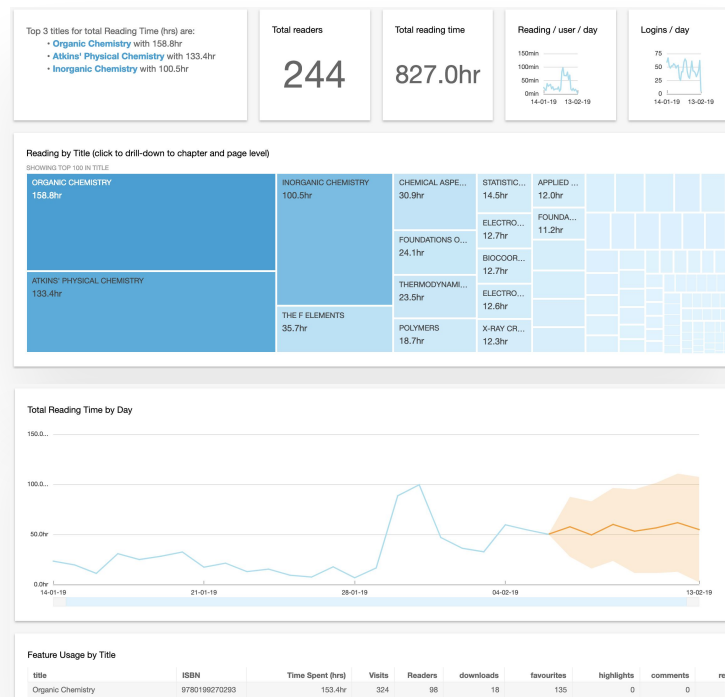


## Enterprise Analytics

BibliU records every action performed by each student (anonymised).

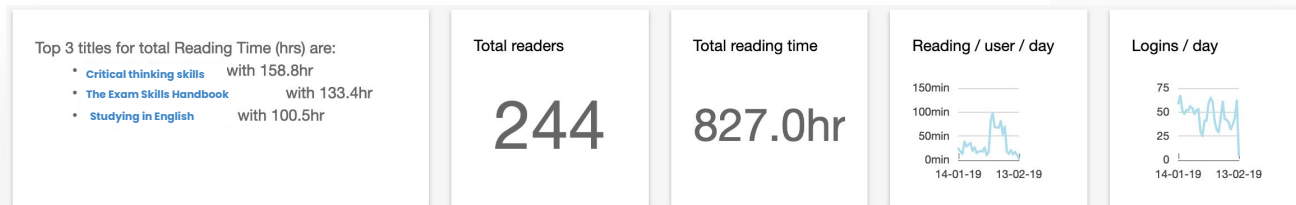
This data set can be used to **improve retention** models, and confirm ROI.

We have API support and can **share data** with your Institutional data lake.

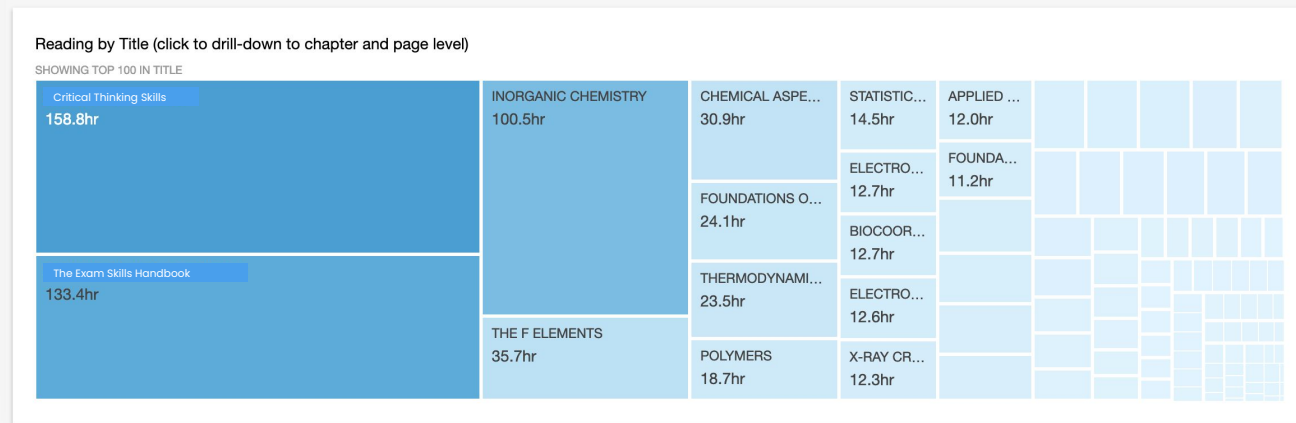


# Give partners data to understand their ROI, either via BibliU Dashboard or data download

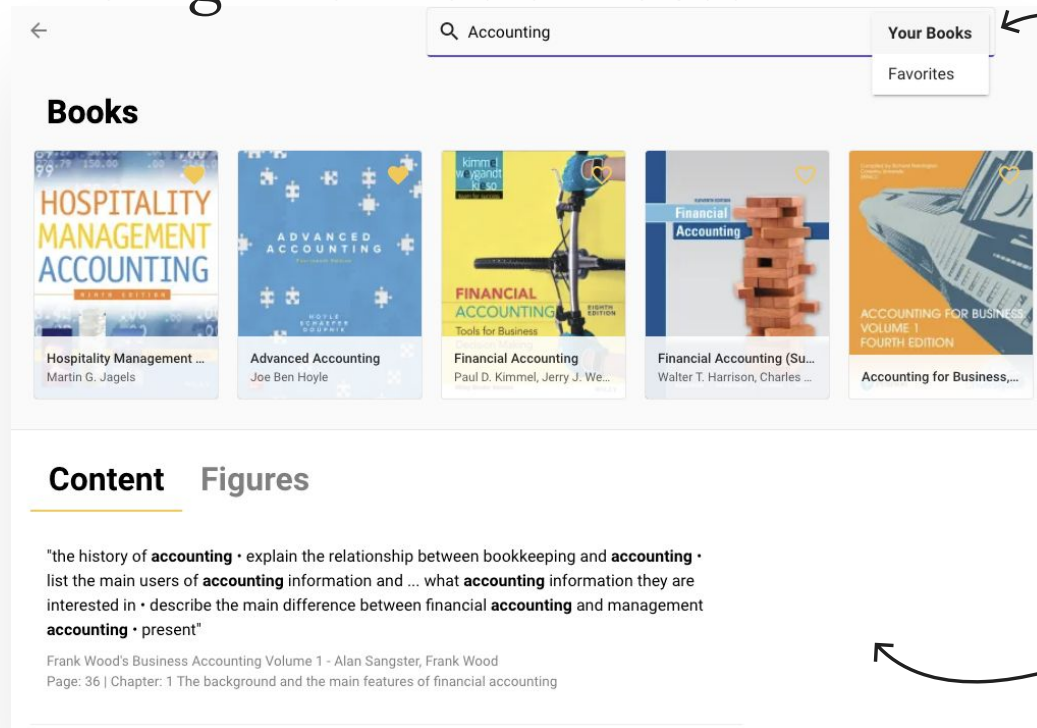
Overview of title usage across the university



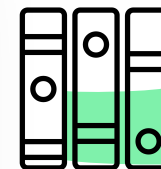
Individual title usage, with drill down to chapters, and even page.



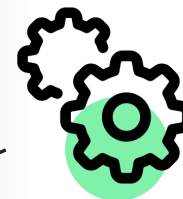
# Increase NPS: students save hours per week finding information faster



The screenshot shows the BibliU search interface. At the top, there is a search bar with the text 'Accounting' and a search icon. Below the search bar, there are two tabs: 'Your Books' and 'Favorites'. The 'Your Books' tab is selected, and it displays a grid of five book covers. The first book is 'HOSPITALITY MANAGEMENT ACCOUNTING' by Martin G. Jagels. The second is 'ADVANCED ACCOUNTING' by Joe Ben Hoyle. The third is 'FINANCIAL ACCOUNTING Tools for Business' by Paul D. Kimmel and Jerry J. We... The fourth is 'Financial Accounting (Su...)' by Walter T. Harrison and Charles ... The fifth is 'ACCOUNTING FOR BUSINESS VOLUME 1 FOURTH EDITION' by Accounting for Business,.... Below the book covers, there is a section titled 'Content Figures' with a sub-section for 'Accounting'. The text in this section reads: "the history of **accounting** • explain the relationship between bookkeeping and **accounting** • list the main users of **accounting** information and ... what **accounting** information they are interested in • describe the main difference between financial **accounting** and management **accounting** • present". Below this text, it says: Frank Wood's Business Accounting Volume 1 - Alan Sangster, Frank Wood Page: 36 | Chapter: 1 The background and the main features of financial accounting



Full text search across library, single books, and favorites

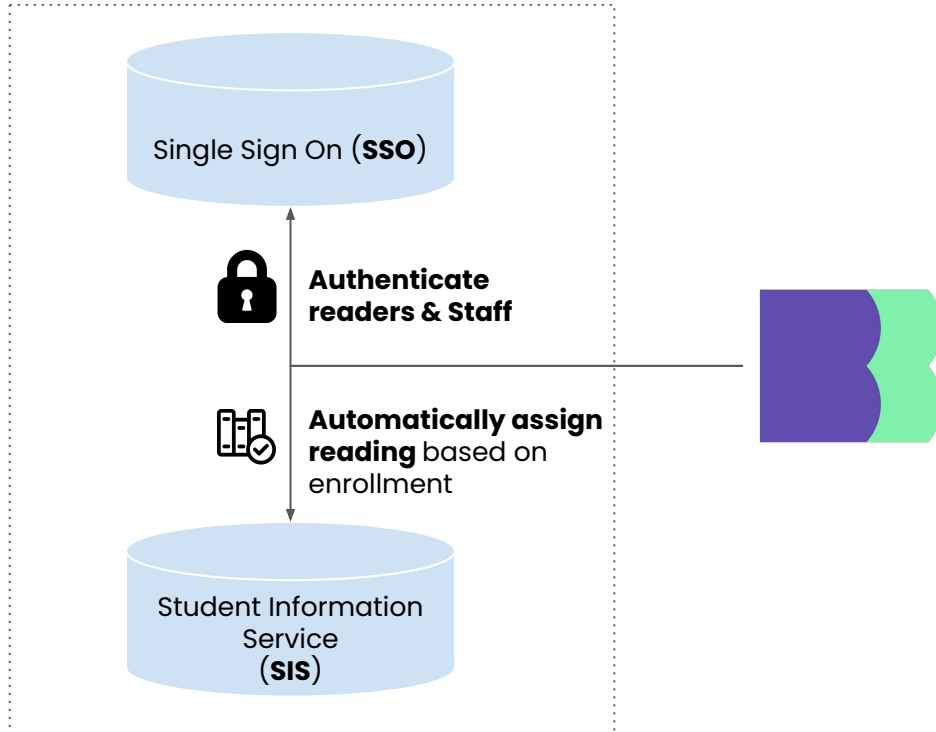


Relevant sections and figures from all books at your institution



# Institutional deployment of content

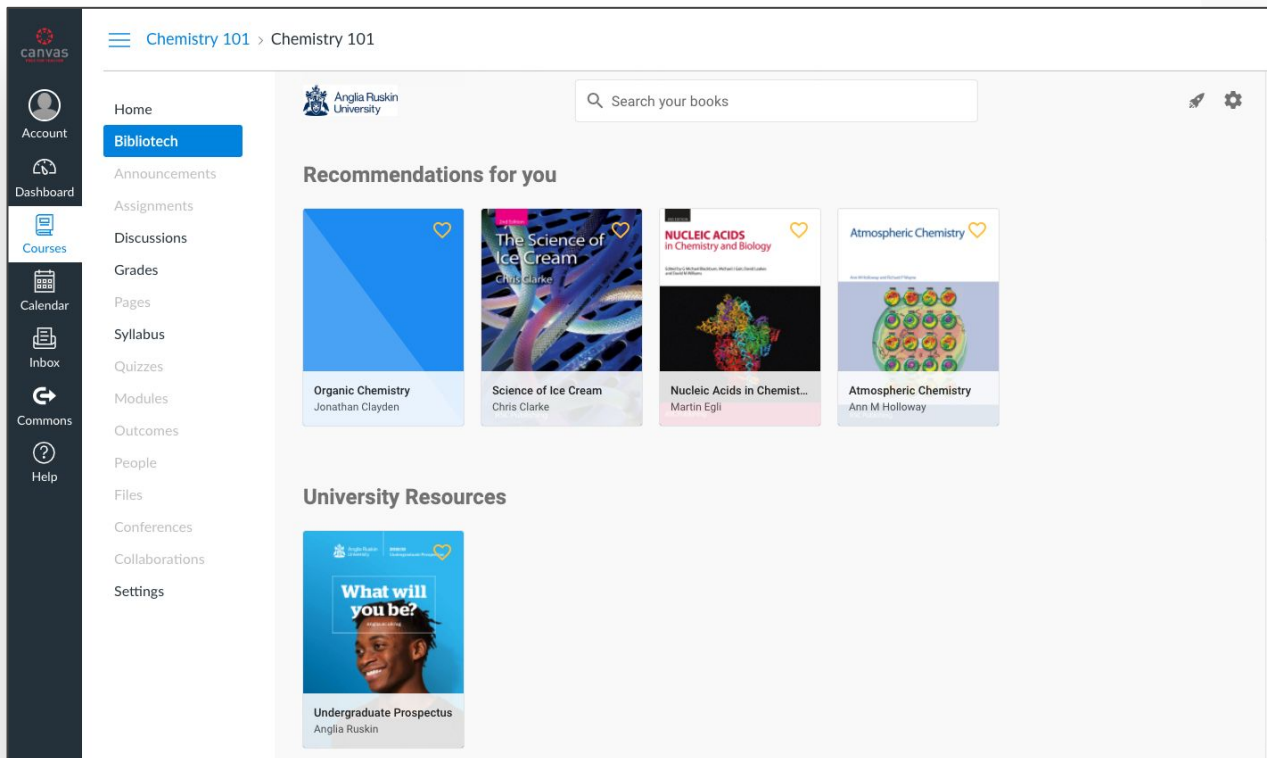
## Existing University Systems



## Benefits

- ✓ Simplified administrative workflow
- ✓ **One link** in the LMS, no codes
- ✓ Convenient **first day of class access** to relevant reading
- ✓ **Increased usage** of content by readers
- ✓ Course level analytics
- ✓ **Once-off setup**/configuration

# LMS makes access quick & easy



The screenshot displays the Canvas LMS interface for a course titled "Chemistry 101". The left sidebar contains navigation options: Home, Account, Dashboard, Courses, Calendar, Inbox, Commons, and Help. The main content area is titled "Chemistry 101" and includes a search bar for books. Below the search bar, there are two sections: "Recommendations for you" and "University Resources".

**Recommendations for you**

- Organic Chemistry** by Jonathan Clayden
- The Science of Ice Cream** by Chris Clarke
- NUCLEIC ACIDS in Chemistry and Biology** by Martin Egli
- Atmospheric Chemistry** by Ann M Holloway

**University Resources**

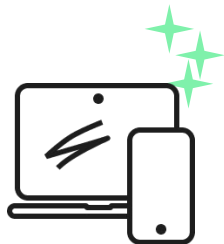
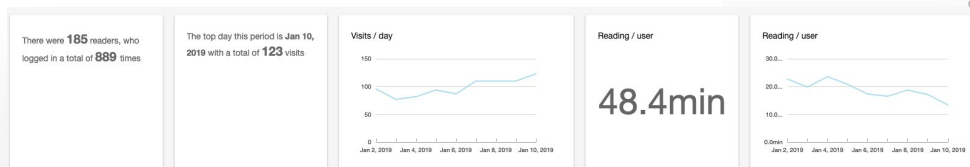
- What will you be?** Undergraduate Prospectus by Anglia Ruskin

*Analytics*



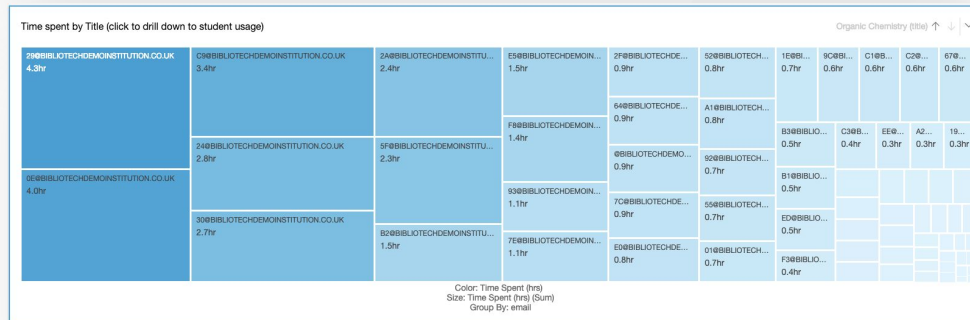
# Unizin Admin Experience

## Class Reading Overview



The same amazing app as their readers

## Individual Student Overview



## Feature Usage (Highlights, comments, screen-reader)

### Feature usage by user

| email                              | Time Spent (hrs) % | Visits | downloads | favourites | highlights | comments | references | text-to-speech |
|------------------------------------|--------------------|--------|-----------|------------|------------|----------|------------|----------------|
| ae@bibliotechDemoinstitution.co.uk | 7.0hr              | 23     | 0         | 0          | 0          | 0        | 0          | 0              |
| 0e@bibliotechDemoinstitution.co.uk | 4.9hr              | 19     | 0         | 0          | 0          | 0        | 0          | 0              |
| 29@bibliotechDemoinstitution.co.uk | 4.4hr              | 7      | 9         | -9         | 0          | 0        | 0          | 0              |
| 00@bibliotechDemoinstitution.co.uk | 4.2hr              | 14     | 0         | 0          | 0          | 0        | 0          | 0              |
| c4@bibliotechDemoinstitution.co.uk | 3.7hr              | 20     | 0         | 0          | 27         | 9        | 0          | 0              |
| c9@bibliotechDemoinstitution.co.uk | 3.6hr              | 20     | 0         | 0          | 315        | 0        | 0          | 0              |