

# What's New for Publishers & Content Providers

*Working with ProQuest ensures your content will be discovered and used. Our industry-leading sales team will work tirelessly to extend the reach of your content in both existing and new markets and build growing revenue streams.*

*You'll also get added value from ProQuest's discovery, abstracting and indexing, metadata enrichment and identifier services – along with data and analytics to help you make strategic decisions. And through it all, keep the peace of mind that we'll properly enforce your copyright.*



**Johanna Bristow**  
VP Global Content Alliances

## Expand Your Reach with ProQuest & Clarivate

ProQuest, part of Clarivate, has been working hand-in-hand with content providers since 1938 to improve research, teaching and learning for libraries and their users. We make exceptional content accessible through award-winning platforms and all common discovery services.

With ProQuest, your content is part of a sought-after information archive that includes academic journals, video, dissertations and theses, ebooks, newspapers, periodicals, historical collections, music scores, governmental and cultural archives from a diverse range of providers.

If you do not currently work with us, would like to expand your partnership, or want to learn more, please contact us at [connectwithgca@proquest.com](mailto:connectwithgca@proquest.com).

### Welcoming new publishers

Our strong partnerships with publishers around the world make it possible for us to offer a rich, multi-disciplinary aggregated ebook solution to libraries and researchers of all levels. We're delighted to welcome new publishers:



Norton Professional Books



دار نشر جامعة قطر  
Qatar University Press

## Partnerships & Initiatives

### Expanding content from around the world

As research becomes more globally focused, ProQuest is ensuring libraries have reliable and easy access to a wide range of non-English, multidisciplinary content. Thanks to our content partners, we are able to provide an extensive collection of award-winning, cross-disciplinary content in **over 80 languages**, including:

- **260,000+ German** titles
- **40,000+ Portuguese** titles
- **98,000+ Spanish** titles
- **20,000+ Arabic** titles
- **75,000+ French** titles
- **70+** additional languages



### Sage eTextbooks

Sage has partnered with ProQuest to offer a flexible content subscription that provides access to specially selected digital textbooks and course materials tailored to meet academic, student, and library requirements.



ProQuest has partnered with Taylor & Francis to offer libraries ebook collections across a broad range of subject areas, led by a global network of editors and authors.

### Curated Topics

ProQuest created Curated Topics to simplify the content-selection process and ensure access to the newest content on the most important research topics. With our publishing partners we've created curated lists like:

- Simon & Schuster's Student Life,
- BPB's Machine Learning,
- Rowman & Littlefield's Top Textbooks,
- Penguin Random House's Read Diversely

*"I truly appreciate the monthly Curated Topics. It's wonderful to have them at my disposal to quickly browse through title recommendations, especially when I'm busy with other tasks"*

- **Tiffanie Ford-Baxter**, Associate Science Librarian,  
California State University, Los Angeles

### Library Curated Lists

A new initiative aims to showcase the collection development expertise of academic librarians and foster collaboration, exchange knowledge, and amplify diverse perspectives in the library community. Our inaugural list, *"Inclusivity In Healthcare,"* curated by Maria King, Subject Librarian at Edinburgh Napier University, addresses equitable medical education and healthcare access



**Maria King**,  
Subject Librarian  
Edinburgh Napier  
University, UK

### Ebook Promotions

Ebook Central offers an array of offers that promote your content. Participating in promotions helps publishers:

- **Grow digital business:** Leverage ProQuest's institutional reach to satisfy demand for ebooks.
- **Capture spend:** Shrinking library budgets require strategic and targeted spending options.

**Stay relevant:** Make your content top of mind with libraries in a crowded shift to virtual teaching and learning.

## Making Your Content More Discoverable

### Ex Libris Data Excellence

Ex Libris works with publishers and other content providers to ensure their content is easily findable and accessible. We are committed to high quality, current data and our mission is to make your content discoverable and available for customers of the Alma ILS and Primo and Summon Discovery services



Our Data Excellence program includes a dedicated track on transparency and collaboration with content providers of all sizes.

Data Excellence initiatives span several areas, including:

- **A KBART manifest solution** will increase transparency into the status of your collections within the Ex Libris databases. This guide to the KBART files produced by content providers will signal when files are added, removed, or changed, allowing us to accelerate response to new collections, collect files more quickly, and automate ingest and update.
- **Content enrichment** at scale to ensure higher quality metadata is available faster and more accurately.
- Continued work on quick, easy and one-click access to content, via **QuickLinks** and other tools.

Ultimately, our goal is to enable a more efficient, transparent and speedy service for our community.

### Metadata Enrichment

For more than two decades, ProQuest's **New Titles Team** has continually improved book metadata. ProQuest's expert profiling provides unmatched benefits for publishers:

- **Enriched metadata** on the OASIS and Rialto platforms provides valuable assistance to making your content more discoverable.
- **Ensures diversity and breadth of content** for programs such as DDA, Approvals, OASIS Slips, and Rialto Selection Plans.



## Unparalleled Market Reach

Partnering with ProQuest means reaching virtually every library with seamless integrations that make acquiring, managing and discovering your content simpler. From the award-winning Ebook Central platform to marketplaces like Rialto and OASIS, our workflow solutions were built by librarians for librarians.

### Rialto

Operating in over 25 countries and with a growing footprint, Rialto is an academic marketplace that creates a seamless workflow for selection and acquisition and allows libraries to make informed decisions in the book-buying process.

Most recently, we've developed Evidence Based Acquisition (EBA) in Rialto, enabling libraries to manage several EBA programs alongside their existing selection and acquisition environment. Rialto features innovative tools to monitor EBA content pools, track budget spend in real-time, and collaborate on selections—all within one unified workflow.

*"EBA in Rialto is so simplified. I don't have to keep any spreadsheets – it's all in Rialto. It really is a game changer."*

– University of Central Florida

### Ebook Central

Ebook Central is an all-in-one ebook platform for research, discovery, selection, acquisition and administration for libraries. By bringing content from an unparalleled selection of publishers into one unified experience, it puts your ebooks seamlessly and immediately in front of librarians, students, faculty and researchers, including directly through the institution's learning management system such as Canvas, Moodle and Blackboard.

### Ebook Subscriptions

Ebook Central offers aggregation at its best from an universe of award-winning, cross-disciplinary content from popular academic imprints, university presses and niche publishers. Our flagship collection, Academic Complete, is celebrating over 20 years as the trusted ebook subscription for academic libraries.

*"Academic Complete meets the needs of our users in that it is a one stop shop that covers many disciplines offered at UJ... Our Librarians love training users on Academic Complete because of its simple and easy to navigate interface"*

– Faith Zalekile, Team Leader Collection Development, University of Johannesburg

## Trends & News

### Open Access

Recent research published by UKSG<sup>1</sup> finds that OA books are more downloaded, more cited, and have greater geographic reach than non-OA books; and a report<sup>2</sup> co-authored by Ithaka SR with the Association of University Presses finds that OA titles can still generate significant print revenue.



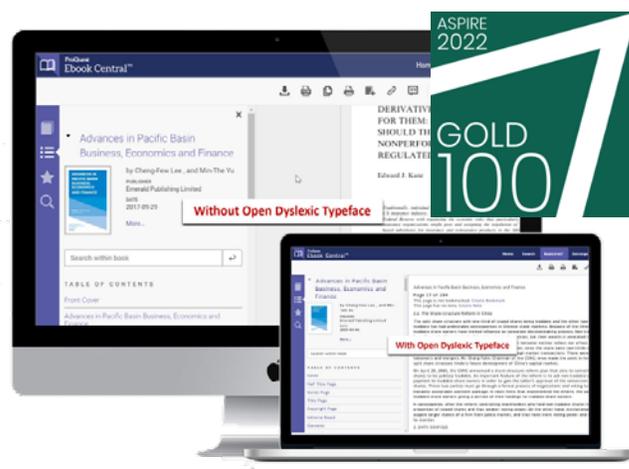
ProQuest has been a longstanding supporter of Open Access, offering OA books alongside paid ones on Ebook Central. Our **Open Access Complete** collection includes over 13,000 OA monographs, from 70+ publishers and is used by over 1,500 institutions.

We are actively expanding this collection by incorporating new publishers. If you want your OA monographs to reach the widest possible audience, please consider including them in Open Access Complete.

### Accessibility

The European Accessibility Act is going to sharpen the publishing industry's focus on making content accessible to all users. Students using ebook content on Ebook Central will enjoy the platform's modern design, which provides a consistent experience every time, allowing them to focus their time and energy on learning.

A SIIA CODiE finalist for Best Scholarly Research, Ebook Central meets international standards and complies with Section 508 of the US Rehabilitation Act and Web Content Accessibility Guidelines 2.1 and is ASPIRE verified and accredited for 3 years running.



1. *More readers in more places: the benefits of open access for scholarly books.* Insights: the UKSG journal, 34(1), p.27. DOI: <https://doi.org/10.1629/uksg.558>

2. *Print Revenue and Open Access Monographs: A University Press Study.* Ithaka S+R. Ithaka S+R. <https://doi.org/10.18665/sr.319642>

## Publisher in the Spotlight

**"Connecting people and ideas"  
at Edinburgh University Press**

**EDINBURGH  
University Press**

Founded in 1949, Edinburgh University Press is the premier scholarly publisher of academic books and journals and one of the leading university presses in the UK. They publish nearly 300 books a year and 56 journals across a range of Humanities and Social Sciences topics. Their ethos centres around connecting people and ideas to inspire creative thinking, open new perspectives and shape the world we live in.

*"We have been working with ProQuest/Ebook Central for some time now. They are an important channel for us as they have a great knowledge of the market and presence throughout institutions worldwide enabling us to distribute our books to as many librarians and readers as possible. We're looking forward to bringing even more content to users in the coming years!"*

- **Daniel Miele**, Regional Sales Manager, Edinburgh University Press

Edinburgh University Press' ambition is to amplify the critical role of the humanities and social sciences in shaping the way they tackle global and local issues by creating a community of authors, editors, advisors and practitioners committed to publishing world-class academic research. They aim to nurture every project to maximise its influence and impact and aim to work with academics from diverse backgrounds to give voice to a wide range of international perspectives. They work closely with libraries and other partners to serve their communities.

They won 'Academic, Educational and Professional Publisher of the Year' at the 2023 British Book Awards and look forward to celebrating their 75th anniversary next year when they will host the ALPSP University Press Redux Conference in Edinburgh.

## Meet the Team

### Natasha (Tash) Edmonds

Tash has a career spanning over 16 years in the library, education, and book aggregation sectors. A qualified librarian, she holds a BA in Classical Literature and Civilisation from University of Birmingham and a MSc in Information Management in the Cultural Sector from City University, London.



**Natasha Edmonds**  
Director, Industry & Publisher Strategy

Tash has worked and managed library teams in the public, school, further and higher education sectors where she gained first-hand insight into the varying acquisition and collection development trends and issues facing information professionals and their end users.

Tash's librarian background and experience has assisted her in successfully managing books sales teams supporting the academic, corporate and government librarian communities. Tash previously worked as the Director Books Product Sales for Europe, Middle East and Africa and prior to that, managed the UK and Ireland Books Sales team.

In her role as Director, Industry & Publisher Strategy, Tash is responsible for driving better understanding of global customer trends in collections development and connecting this to publisher strategies.

Tash is currently finishing her MA in Education at the Open University, with her research project focusing on Indigenous Pedagogy and Community-Based Learning.



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If you do not currently work with us, would like to expand your partnership, or want to learn more about any of the initiatives mentioned here, please contact us at [connectwithgca@clarivate.com](mailto:connectwithgca@clarivate.com)

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