

# PCPA

Protestant Church-Owned  
Publishers Association

## Adjunct Members mini-catalog Spring 2022



# Adjunct Members

Dear PCPA Members:

Feedback from the recent 2022 PCPA Annual Conference was very positive. Whether you attended in-person in Nashville, via Zoom or couldn't attend this year, I hope you'll strongly consider joining us for our 2023 Conference.

This was our first ever hybrid Annual Conference and there are many people who deserve our thanks for making it a success: keynote speakers, workshop leaders and behind the scenes helpers. But our biggest "thank you" goes to our Adjunct Members and Sponsors for their generous financial support of PCPA.

For those of you who attended in-person I know you had some good conversations with the Adjunct Members who were present with display tables. But for those of you who attended via Zoom or who were not able to join us, you missed out on learning about their excellent products and services! So, we have created this mini-digital catalog to help you see some of their high-quality offerings to PCPA members!

In addition to this digital catalog, you can always go to the PCPA website to find brief descriptions of our Adjunct Members along with links (click the logo) to their websites. And some of our Adjunct Members are also PCPA Partners, offering discounts to PCPA members. You'll find these PCPA Partner offers on our website's Resources page.

Remember, when your company needs the types of products or services offered by any of our Adjunct Members, please be sure to contact them for information and invite them to bid prior to making your purchasing decision.

They support us; we need to support them! Thank you!

Blessings,



Beth A. Lewis  
PCPA, Executive Director  
Beth.Lewis@pcpaonline.org



APG



Apricot Services



Bethany Press International



Book Buddy Media



Books International



Color House Graphics



Flagler Law Group



Friesens



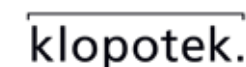
Ingram Content Group



IPG



Kingery Printing



Klopotek



knkSoftware



Lakeside Book Company



Learning Forte



MetaComet



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Open Road Integrated Media



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Thompson Reuters Core Publishing Solutions



Versa Press, Inc.

Versa Press

# APG SALES & DISTRIBUTION

1501 COUNTY HOSPITAL ROAD | NASHVILLE, TN | 37218



## OUR SERVICES

APG Sales & Distribution is a full-service sales, consultation and distribution group that services the book, gift and decorative accessories market nationwide. We offer excellent product selection and service to numerous "mom and pop" stores, as well as large chain stores. All products ship from our central location in Nashville, Tennessee.

Our warehouse is a 125,000 sq. ft. high bay bulk warehouse with areas set aside for climate controlled storage, a collating and inserting/assembly/manifesting area, a packaging area, and approximately 2,000 individual pallet and/or shelf pick locations.

## WAREHOUSING

APG receives and warehouses multiple product lines and keeps track of all inventory in our warehouse management system.

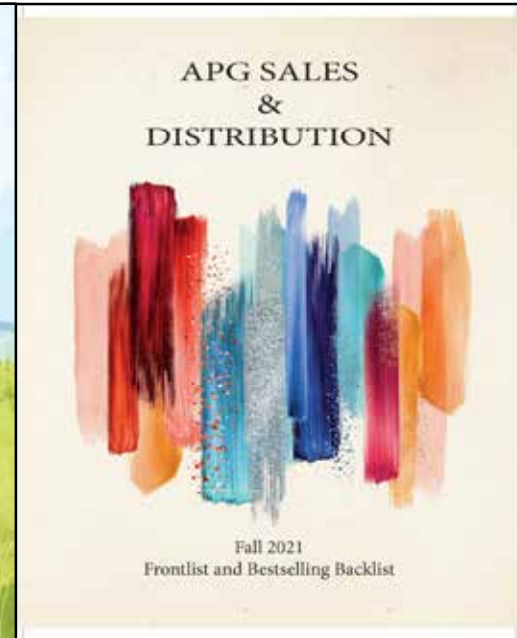
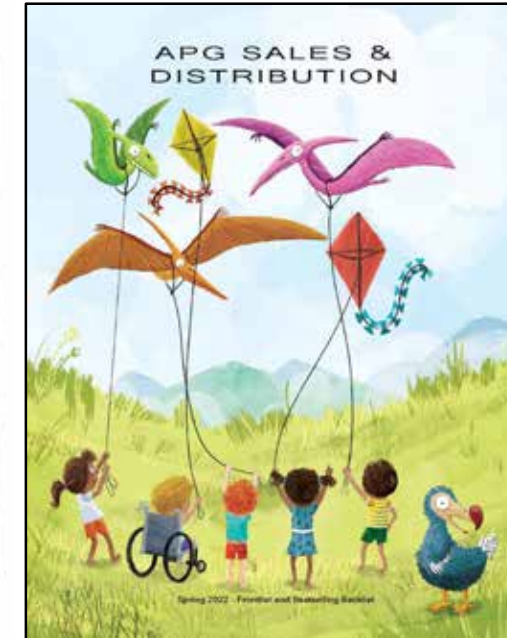
## SALES

APG will work tirelessly to give you advice and increase your sales through a network of independent reps and in-house salespeople.

## DISTRIBUTION

APG processes all orders received from retailers/wholesalers for you. Once processed, we ship orders from our warehouse. We have an advantage of 2-day standard shipping to a majority of the U.S.

INCREASE YOUR SALES | TWO SEASONAL CATALOGS | CONSULTING



The APG staff was extremely helpful in getting my books to market. We saw increased demand by Amazon, Barnes & Noble, Books-A-Million, and many independent book stores. The APG staff communicated clearly that for a book to be successful, it required a good deal of publicity on my part. I appreciated their experience, honesty, and professionalism, as we worked together to increase sales of my titles.

- Google Review

If you are interested in our services or have any questions, please don't hesitate to give us a call at 615-254-2482 or shoot our president an email at [mflanagan@wfsllc.com](mailto:mflanagan@wfsllc.com)

## OUR TEAM

### PRESIDENT

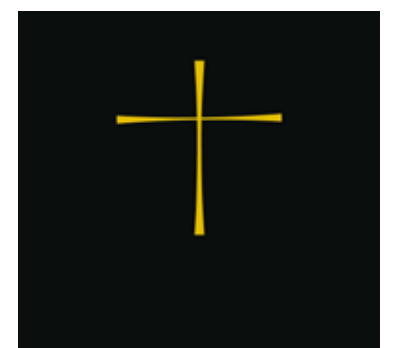
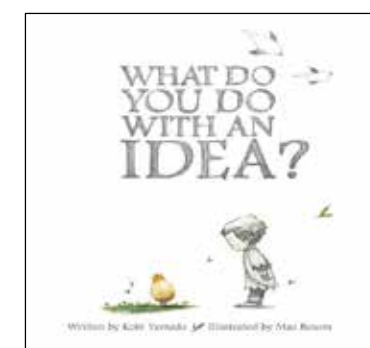
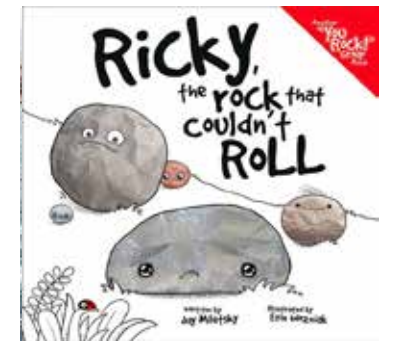
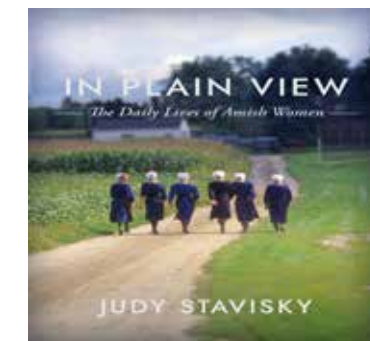
Marty Flanagan  
35+ years of publishing experience  
615-254-2482

### ACCOUNTING

Jack Flanagan  
615-254-2430  
5+ years of experience

### SALES

Cary Johnson  
40+ years of book publishing experience  
Debbie Felt  
30+ years of book publishing experience



# APRICOT SERVICES, LLC

## DIGITAL MARKETING SERVICES

### Digital Media Audit + Platform Growth Strategy:

The digital media audit will contain:

- digital footprint assessment - learning from Google results, using the website grader tool, evaluating social media platform integration and engagement, evaluating brand consistency
- primary platform assessment - best practices for websites, user experience evaluation, brand consistency, integrated marketing tools, analytics review
- support platform assessment—best practices for Facebook, Twitter, Instagram, Mailchimp (or equivalent), YouTube, and other relevant platforms using analytics to learn from the audience
- author services assessment - best practices for Goodreads & Amazon Author Central
- general digital marketing recommendations to prep for a book launch

Compile a report with findings from evaluating target market reach, content messaging, branding, digital footprint and social integration on each platform. Based on the audit, the report will include practical next step recommendations for platform growth that will support future book launches. Conduct a half-hour consultation with the author to review the report.

**Project Rate Range: \$800 - \$1,000**

### Landing Page Development:

Design and build a landing page to support the book launch.

- The page will be built as a standalone site, with hosting and URL established by the author.
- The page will include a branded header, the book description and cover, links to e-retailers, an author bio, endorsements, and social media sharables.
- Graphics for the site will be designed in line with the branding of the book and author platform. Author's social media platforms integrated into the site where necessary and useful.

Preorder Campaign Management: Build a preorder redemption mechanism within the site and a structure to deliver preorder assets electronically. A Mailchimp account will be established to deliver the preorder bonuses through a dedicated gmail account. The template will be branded to match the landing page and automatic delivery will be set up for anyone who claims the bonuses.

**Project Rate Range: \$2,000 - \$3,000**

### Digital Ads Management:

- Develop targeting and/or keywords strategy, content strategy and graphics for social media ads to support the book launch.
- Ads will run on author's brand channels – ie: Facebook, Instagram, Twitter, Pinterest, YouTube, Google Ads.
- Ads plan complete and given to author team for approval 10 days before ads begin for review and approval.
- Suggested ads budget \$500 - \$2,000.
- Execution and monitoring of the ads through the launch period with a full detailed results report delivered at the conclusion of the campaign(s).

**Project Rate Range: \$800 - \$1,200**

# APRICOT SERVICES, LLC

## DIGITAL MARKETING SERVICES

### Social Media Content Development:

- Develop 6 - 8 weeks of social media content marketing with corresponding branded graphics to be given to the author team to execute on author's brand channels – ie: Facebook, Instagram, Instagram Stories, Twitter, Pinterest.
- The content pacing will build toward the release day and taper from there. Content leading up to release day will focus on the preorder offer as well as content from the book. Content after release will focus on beneficial content that hits the pain points of the audience.
- Content development/calendar completed before launch for author review and approval.

**Project Rate Range: \$800 - \$1,500**

### Email List Drip Campaign Strategy:

- Develop an email drip campaign strategy to be used throughout the launch.
- Write the email content components (as applicable to the book) and develop the branded graphics to be used in each campaign.
- Build and manage each email from review process to scheduled send.

**Project Rate Range: \$800 - \$1,200**

### Book Launch Team Management:

- Establish Facebook Group and Structure: Develop recruitment strategy and graphics. Determine and set up gateway questions for Facebook group (required pre-order to join). Set up timeline and team task goals. Administrate group member check in and orientation.
- Manage Communication: Develop and execute regular communication with the launch team via a private Facebook group. Write and manage four direct emails to the launch team to walk them through accomplishing the main team task goals: welcome, reading the book, recommending the book, and reviewing the book.
- Facilitate Author Involvement: Develop a book reading schedule and discussion thread posts. Schedule and advertise weekly author book discussion and Q&A via Facebook Live or Zoom.
- Provide Incentive: Manage an incentive strategy with the launch to encourage task completion and review posting for the book on major retailer sites.

**Project Rate Range: \$3,000 - \$4,000**

### Early Review Team Management:

- Establish the Team Structure and Timeline: Develop recruitment strategy and graphics. Set up timeline and team goals. Set up dedicated email account and sign-up form. Administrate group member welcome and automation of emails.
- Manage Communication: Develop and execute regular communication with the book review team. Write and manage direct emails walk the team through accomplishing the main team task goals: reading the book, recommending the book, reviewing the book.
- Provide Incentive: Manage an incentive strategy with the early review team to encourage task completion and review posting for the book on major retailer sites.

**Project Rate Range: \$1,500 - \$2,500**



**APRICOTSERVICES.COM**  
**LINDSAY@APRICOTSERVICES.COM**



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**LINDSAY@APRICOTSERVICES.COM**

# Attention PCPA Members: Interactive Content Has Arrived!

As technology continues to evolve, publishers and church leaders have access to more and more tools that help them engage with their patrons. Content delivered with interactivity, which may include videos, online quizzes, assessments, gamification, infographics and forum discussions, can be an excellent way to increase the depth of learning, and to simulate real-world environments digitally. And spreading your messaging with interactive content inside of fully engaged online communities can be every bit as powerful as in-person events.

**Check out some samples of interactive content here:** <https://express.adobe.com/page/DCaORJIYRXPvO/>

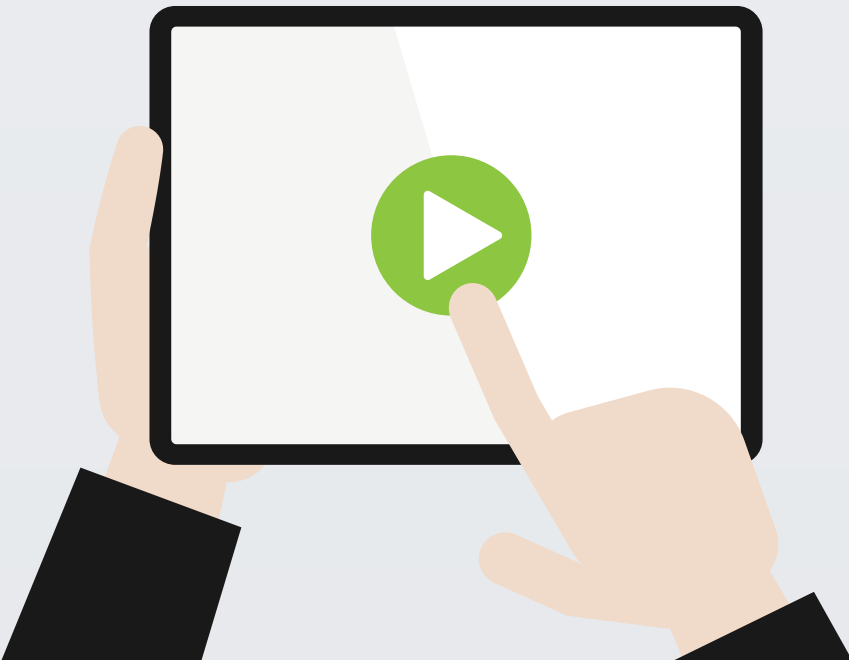
Book Buddy ([www.bookbuddymedia.com](http://www.bookbuddymedia.com)) can help create personalized learning environments that bring your content to life in new ways, including the use of animated or live action video, which creates the highest level of engagement.

With Book Buddy's HTML based interactives, you can deliver your interactive content through QR codes or a simple web link, and can easily integrate it into any learning management system. Book Buddy interactives open and look beautiful on mobile, tablet or desktop.

Interactive e-learning is the modern way to use your content as a springboard for social, group and collaborative learning.

**Contact Book Buddy today and let's build a safe and connected space for your users to express themselves, share experiences, and learn!**

- Generate higher engagement
- Increase brand loyalty.
- Differentiate your content from the pack.
- Sell more print using QR codes to enhance print content
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- Engage younger learners with gamification



And don't forget to ask us about hosting, platform development, apps and more!

**info@bookbuddymedia.com**



# BOOKS INTERNATIONAL

Since 1984, Books International has provided fulfillment services to publishers around the world from our headquarters in Dulles, Virginia. Our services now include on-site POD and short-run printing as well as custom IT services including e-commerce support and ONIX. With over 120 people on staff, BI is ready to support publishers with cost-efficient processes and accurate results.

| Fulfillment   | Print  | Digital  |
|---|--|--|
| <ul style="list-style-type: none"><li>• Publisher-branded databases</li><li>• Internet access to live data</li><li>• Extensive and custom reporting options</li><li>• EDI/ASN, e-commerce support, digital sales</li><li>• Order-processing and customer service</li><li>• AR and collections</li><li>• Royalties, commissions</li><li>• Automated POD printing onsite — print to order</li><li>• Pick, pack, and ship</li><li>• Customer-compliant shipping and routing</li><li>• Ship worldwide</li><li>• Ship complete</li></ul> | <ul style="list-style-type: none"><li>• Project management, editorial services, page composition, and design</li><li>• Paperback and casebound books</li><li>• High quality black &amp; white text printing</li><li>• 4-color text, inserts, jackets and covers</li><li>• POD via EDI web orders or website link — printed within 48 hours</li><li>• Short print runs, initial print runs</li><li>• Automated stock replenishment to your warehouse</li><li>• Global network of printers</li></ul> | <ul style="list-style-type: none"><li>• Digital content management and fulfillment</li><li>• Digital distribution including direct from your website — sales, rentals, and free copies</li><li>• Title management system — supports ONIX 2.1 and 3.0</li><li>• Digital conversion services</li><li>• Custom software development including website support</li><li>• Automated data file exchanges with clients — inventory, sales, etc.</li><li>• Automated shipping confirmation emails to customers</li></ul> |

For more information, contact:  
**David M. Hetherington**  
(908) 458.5928 (m) | [d.hetherington@booksintl.com](mailto:d.hetherington@booksintl.com)



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# PCPA

Protestant Church-Owned  
Publishers Association

## More PCPA Adjunct Members

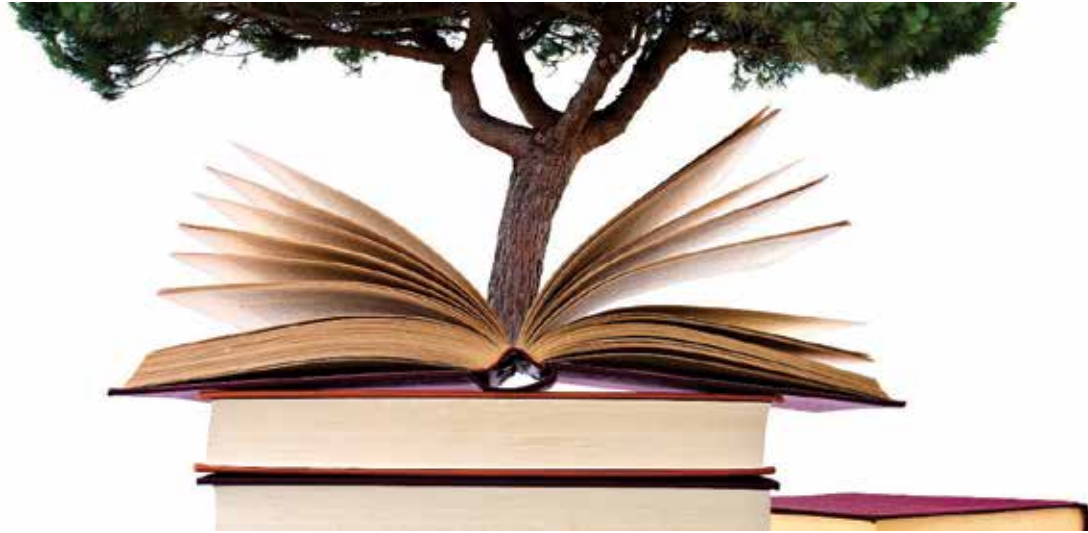


GOLD SPONSOR



*Flagler Law Group provides trusted counsel to publishers and ministries.*

Flagler Law Group advises on copyright and trademark issues, publishing models, and ministry policies. We draft agreements, teach best practices, and resolve disputes. Specialized expertise, focused on the needs of our clients.



Organizations that publish, teach, and distribute Christian messages encounter the same intellectual property issues faced by secular media organizations. However, they often lack the internal resources to navigate them. These organizations benefit greatly from the experienced counsel of Flagler Law Group, which has a deep understanding of the markets they are operating in and the audiences they serve. While “counselor” is often used as legal terminology for a lawyer, we take that title seriously. We take pride in guiding our clients through the legal hurdles they face today and help prepare them for the hurdles of the future. Above all, our job is to offer informed and practical counsel to organizations that need it.



## PCPA Publishers Legal Hotline

**PCPA Publishers Legal Hotline** is a service provided by Flagler Law Group, designed to provide PCPA members in the U.S. with ready access to an experienced publishing law firm regarding questions in the following Scope of Service:

- Publishing rights
- Questions regarding agreements with authors
- Copyright law
- Trademark law
- Digital publishing and eBooks
- Infringement
- Text and image permissions
- Libel/defamation
- Antitrust, including Robinson-Patman Act (price discrimination)
- Marketing and advertising clearance
- Subsidiary rights licensing
- Foreign translation licensing

## The PCPA Publishers Legal Hotline Service

The PCPA Publishers Legal Hotline is intended for use by new PCPA members and smaller PCPA houses which do not currently have access to experienced publishing counsel. To help guide these members as they establish their publishing procedures, navigate rights issues, and encounter other questions within the Scope of Service, Flagler Law Group offers to answer questions posed by subscribers via phone or email. A subscriber’s questions may use a total of up to five (5) hours of attorney time. Flagler Law Group makes its attorneys available to offer these hotline services at a 30% discount off of their regular rates.

### Using the Legal Hotline Service

Organizations subscribing to the PCPA Publishers Legal Hotline service will have access to the hotline via phone or email. Answers will be returned to the organization the same business day if possible or latest the following business day, with the exception of limited office closures communicated in advance via email to subscribers. Matters that require research or specialized expertise from the national affiliate network will receive an acknowledgment and an estimated response time.



### Scope of Service

Questions should be within the Scope of Service (as defined by bullet points above). Eligible questions in these topic areas should be capable of resolution via a telephone conversation or email. Drafting agreements and resolving disputes is outside the scope of the Hotline, but may be addressed as noted below.

If a subscribing organization poses a question to the Hotline which is outside the Scope of Service, Flagler Law Group will indicate that the question is outside the scope. For such matters, Flagler Law Group will offer to provide representation for the matter pursuant to separate engagement or refer the subscribing organization to a recommended attorney in the hotline’s network of specialized attorneys. As a benefit to subscribers to the service, the attorney will provide an initial consultation (up to 30 minutes) at no charge for matters that come through the hotline. If the publisher chooses to engage Flagler Law Group or another recommended attorney for the matter, the engagement will be billed at the firm’s then-current rates.



**FLAGLER  
LAW GROUP**

**Flagler Law Group’s** attorneys and paralegals have over 35 collective years of experience serving the intellectual property and other legal needs of Christian content organizations. Decades serving the intellectual property needs of Christian publishers, ministries, churches, seminaries, and other content organizations give us a unique perspective. Whatever problem our client asks us to help them solve, we have likely seen a version of it before. And we stand ready to apply our knowledge to identify and solve new challenges in a rapidly changing industry.



# Independent Publishers Group



Thank you!

Connect with us!

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asking you to send  
your metadata  
in ONIX 3.0?



Would you like  
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How about the  
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(a saving of thousands of dollars)

**SPECIAL PRICING FOR PCPA MEMBERS**

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Get state-of-the-art support for your Product Life Cycle Management, powered by the intuitive User Interface of Klopotek STREAM – by using a slick, smart, pre-configured system in the Cloud at genuine low cost. Easy to work with. Proven & reliable. Available 24/7. For perfect workflow support. For discovering a new world of handling Title Management processes.

For all types of publishers – for you.

**Klopotek** CLOUD  
for Editorial

PUBLISHING PROCESSES ●●●●●  
●●●●●●●●●● MADE EASY

## What will you get? Choose the best-of-breed approach to managing Editorial processes

More than 6 million titles with over 1,400,000 royalty statements are handled using the Klopotek system annually. Klopotek TEP (Title Management, Editorial, and Production) ensures the successful planning and marketing of digital and physical products for all types of publishers.

We contribute to the success of more than 400 publishers with more than 3,000 imprints, with over 24,800 users, in 140+ locations.

Using Klopotek TEP, program planners and editors ensure the provision of complete, consistent metadata for content and that every product can be found on the internet.

STREAM development follows an impressive, exceptionally user-centric approach that creates an unrivaled user experience on top of the functional power of the Klopotek solution.

Klopotek Cloud makes available a large number of STREAM web apps via your browser: It has never been so easy to create and accompany new titles through their entire life cycle with the required data quality.



FREE 4-WEEK TRIAL PERIOD  
SUBSCRIPTION MODEL: LOW  
PRICE – NO HIDDEN COSTS

What will you get?  
Choose the best-of-breed approach  
to managing Editorial processes

## How does it work? State-of-the-art support for your publishing pro- cesses at low cost

As Klopotek Cloud makes use of a shared organization and infrastructure, it is a cost-effective alternative to operating a system on premise. Your data is available to you only; our data centers provide a high level of security.

Start working immediately, in an easy way, using a configuration based on best practices; the number of your processes in the Cloud can grow with your business requirements.

STREAM, our modern, cloud-based platform for a great User Experience on any type of device, is operated on a shared instance (available 24/7) providing process optimization and a fast roll-out.

## Training made easy

During your 4-week trial period, you'll get one hour of daily training for two weeks from one of our experts. A Q/A session concludes each week. After the trial period information sessions continue and are available for free for PCPA members. Additionally, in-depth training can be ordered to take place in the form of personal workshops or as web training sessions.

Klopotek Cloud makes use of STREAM technology. The learning curve for STREAM is minimal, so users are trained and can be productive in short time. Plus, as a result of our unified design approach, if you know how to use one app, you know how to use all apps.

## Opting for Klopotek Cloud (standard version) will give you 24/7 access to these STREAM web apps

Product 360° – Title Life Cycle Manager: Title Metadata Editor – Title Life Cycle Manager: Title Structure Manager – Product Quality Manager – Metadata Export Manager – Contact Manager – Contact 360° – Contact Tracker – Classification Manager – Blurb Manager – Sales Price Manager – Klopotek Analytics – Mail Merge Manager

## How to get started?

Please scan this QR code to access our special page exclusively designed for PCPA members:



**We want  
the world  
reading**



**Readers are what make books come  
alive. We help you reach them.**

## Sales & Marketing

Let the Lakeside Agency propel your brand and titles into the marketplace. We have all the expertise and tools to help you sell on Amazon and conquer the broader marketplace. Our marketing team amplifies your book to the right readers by increasing reach and helping you drive more sales. And selling your books with the Lakeside Book Merchant on Amazon helps ensure you're always in stock.



01

### Lakeside Agency

Our marketing agency is dedicated to the world of books. We are experts in selling on Amazon and building audiences online for a D2C strategy. From masterfully crafted product pages, to SEO, to website optimization and digital advertising, we'll reach your readers. We love to sell more books!

02

### Lakeside Book Merchant

Selling your book with the Lakeside Book Merchant simplifies Amazon selling, ensures you're always in stock on Amazon, and helps you maximize profits. Proactively manage sales, pricing, and test bundles from one convenient location. We give you more control and flexibility over products so that you can focus on your books.



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Embracing hybrid ministry with confidence.

### Learning Forte is blazing a path to advance education in hybrid ministry settings.

Back in 2019 Stacy Williams-Duncan, founder and CEO of Learning Forte, set out to create a company that would walk alongside individuals and organizations as they experience organizational, technological, and educational changes. Stacy brings over 20 years of ordained ministry experience to her expertise in pedagogy, curriculum design, and digital learning, integrating them as she works with clients and facilitates training.

Alongside Kyle Oliver and Matt O'Rear, Stacy leads a team of experts with a combined 93 years of teaching experience and a total of 131 years in ministry, all of whom have been congregational leaders.

Learning Forte offers custom consulting, online training, and coaching at a variety of price points, and is committed to helping you fulfill your hybrid mission.

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### Who We Are

We are learning experts who specialize in instructional design, change management, and digital technology.

### What We Do

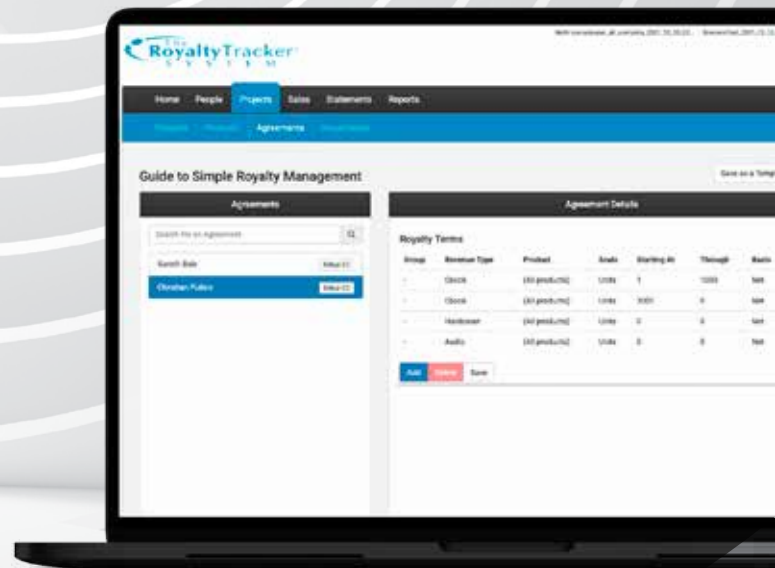
We provide research-based learning opportunities to leaders in ministry, education, and non-profit organizations.

### How We Do It

Through consulting, training, and coaching we help you embrace hybrid ministry with confidence.



Your Trusted,  
Specialist  
Partner in  
**Royalty  
Management**



Do you trust the  
**accuracy**  
of your royalty  
statements?



#### Easy & Automated Royalty Management

- Reduce effort by up to 90%
- Efficiency saves time, money and effort
- Eliminate errors and overpayments
- Improve retention and author relationships

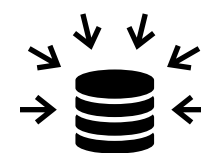
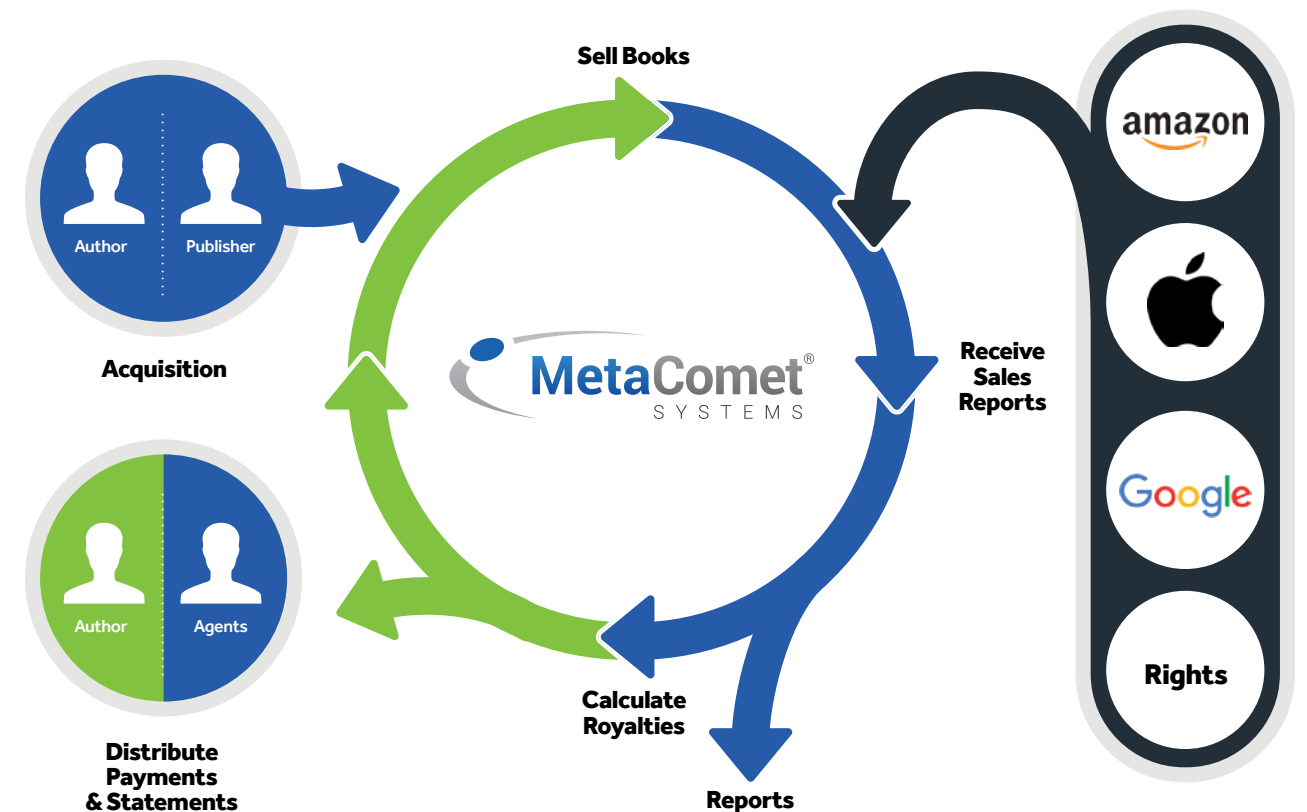


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- Handle hundreds of thousands of products and contracts
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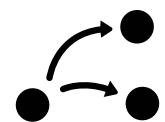
# Automate all aspects of the **Royalty Management Lifecycle**



Easily Combine all  
your Sales Data into  
a Single Database



Automated  
Royalty  
Calculation



Digital Distribution  
of Statements  
and Payments

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**One free month of service for attendees who sign up by May 30th, 2022.**



## IGNITION MARKETING SERVICES FOR PUBLISHERS

### WHO WE ARE

- Ignition is a full-service marketing program for publishers that improves discoverability and dramatically increases sales for backlist titles
- Open Road works with all the major online retailers and library distributors

### WHAT WE DO

- Deliver immediate and sustained sales increases for backlist ebook titles
- The result is average backlist sales lifts of 100%+, achieved within 6 - 8 weeks
- Provide a discovery engine built on tens of thousands of titles + millions of consumers
- Provide more effective targeting through best-in-class metadata driving significant audience growth

### HOW WE WORK

- Revenue Share on uplift over historical “baseline” sales
- Open Road does not earn anything until baseline sales are exceeded
- Open Road covers all marketing expenses and provides seamless operational implementation

## OPEN ROAD’S DATA SCIENCE TECHNOLOGY PLATFORM

- Platform is constantly tracking, ingesting, and synthesizing thousands of data elements enabling backlist marketing activity of unprecedented scale and precision
- Platform recommends and executes tens of thousands of marketing campaigns monthly
- Deep data-rich understanding of our direct audience of 3+ million readers enables platform to drive highly qualified traffic to retailer product pages
- Platform “teaches” retailer algorithms and “harnesses” browser search, triggering self-reinforcing second order effects that drive increased traffic, conversion, and discoverability



## WHAT OUR PUBLISHING PARTNERS ARE SAYING

Our partnership with Open Road has dramatically increased the sales of a wide range of our backlist titles. The increased revenue for both Grove and the authors is great—but even more exciting is that this initiative is helping introduce these worthy books to new readers.

**Morgan Entrekin**  
CEO and Publisher of Grove Atlantic

Open Road’s technology has helped find new audiences for our backlist titles and the resulting sales increases and incremental revenue generation have been significant.

**Michael Jacobs**  
President and CEO, Harry N. Abrams

We have been really pleased with our partnership with Open Road. They have achieved sustained sales increases on a curated list of our deep backlist titles (with no out-of-pocket costs for us), helped ensure that our metadata for these titles is up to snuff, and we and our authors are very grateful.

**Ellen Adler**  
Publisher, The New Press  
PW’s Publisher of the Year 2021

The Open Road Ignition eBook program has significantly increased digital sales for Fordham’s backlist books, giving them increased exposure and reaching broad audiences. Their customer service and reporting are exemplary. I look forward to growing the program and making Fordham books available to new readers.

**Fredric Nachbaur**  
Director of Fordham University Press

## TO LEARN MORE ABOUT IGNITION, CONTACT US:

Heidi Sachner  
VP, Business Development  
hsachner@openroadmedia.com

# NORD COMPO

Technology for the 21<sup>st</sup> Century

## Nord Compo Growth



1972

Headcount: 5

Annual titles processed: 50



1992

50

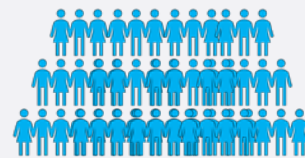
500



2012

200

4000



2022

550

10,000+



End-to-end publishing platform

01



PIM DAM, Pathway

02



Database & Roboticized composition

03



Processing chain SAAS

04



Self-publishing SAAS

05



Web applications

06

## Standard Services offered

- Typesetting (P+E)
  - All genres including STEM, Legal, Travel
- Editorial
  - Proofreading; copyediting; translations; indexing
- Design
  - Covers + interior layout
- Digital
  - Standalone epub creation
  - Enhanced ebooks (audio/video)
- Audiobook production
  - English + most European languages



## Advanced Technology Services offered

- NORDSOFT division has 25 software engineers and developers
- Developing custom and turnkey automated prepress solutions
  - Semi-roboticized content management and print/digital/web file creation
  - Fully roboticized content management and print/digital/web file creation
  - Self-publishing online platform for publishers to monetize rejected titles
  - E-reader apps, based on READIUM technology, to enhance D2C business



### Print and Publishing Services for an Evolving World

A trusted print and publishing services provider to publishers, associations, and self-publishers, Sheridan delivers...

- \*Print on-demand copies to large offset runs
- \*eBook conversion
- \*Direct-to-consumer eCommerce solutions
- \*Kitting and fulfillment solutions
- \*Personal attention

From books and bibles, to hymnals and Sunday school curriculum, to journals and magazines, to catalogs and commercial print, Sheridan offers products and services aimed at helping you get your content into the hands of readers, no matter what format they prefer.

### Experts in Lightweight Paper

At Sheridan, we have over 130 years of experience printing on lightweight paper. In fact, Sheridan's Grand Rapids facility was the first printer in the U.S. to produce bibles with lightweight paper on a heatset web press. Our experience allows us to select lightweight stocks that minimize show through, are durable, and ensure that your bible or hymnal will be around for years to come.

### Solutions for Every Stage of the Content Lifecycle

Sheridan's sister company, KnowledgeWorks Global, Ltd., provides editorial, production, online hosting, management consulting, and transformative solutions for every stage of the content lifecycle. To learn more, see reverse.

## Digital Learning Design and Development



### Empowering Learners to Succeed

KnowledgeWorks Global Learning (KGL) is an innovative, full-service provider of cost-effective learning solutions and immersive experiences. Whether you are a publisher creating rich media elearning courses for your Sunday school, K-12, or higher education portfolio, or an L&D officer developing professional training programs, our multidisciplinary team builds engaging, interactive, and accessible solutions that inspire learners.

Our team of professionals has long worked with publishers, schools, and universities to create digital learning portfolios for a wide variety of subjects and grade levels. Proficient in visual, technical, and instructional systems design, we can help you deliver stimulating and effective learning for student success.

For more information, visit [kwglobal.com/learningsolutions](http://kwglobal.com/learningsolutions)

### eLearning Solutions



Animation



Gamification



Simulations



Widgets



Course Development



Assessments



Interactive Video



MicroLearning



Mobile Learning



Localization and Translation



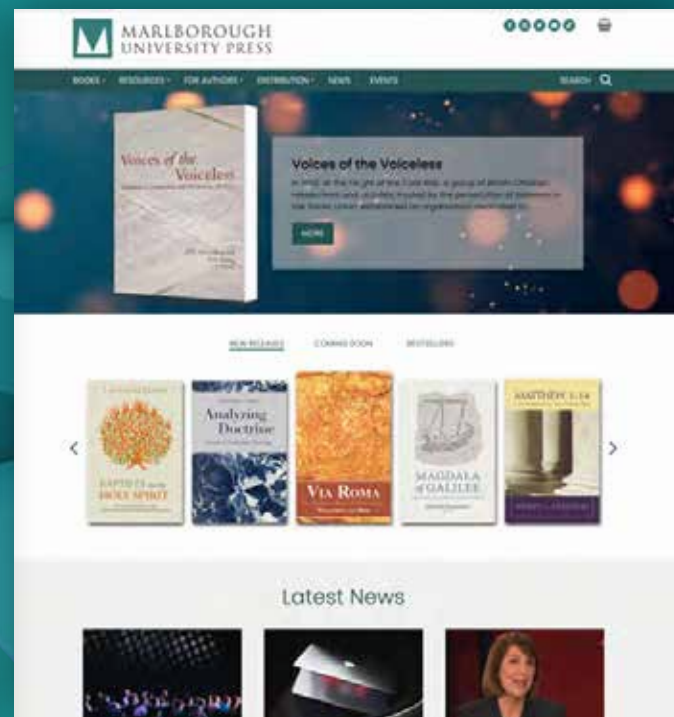
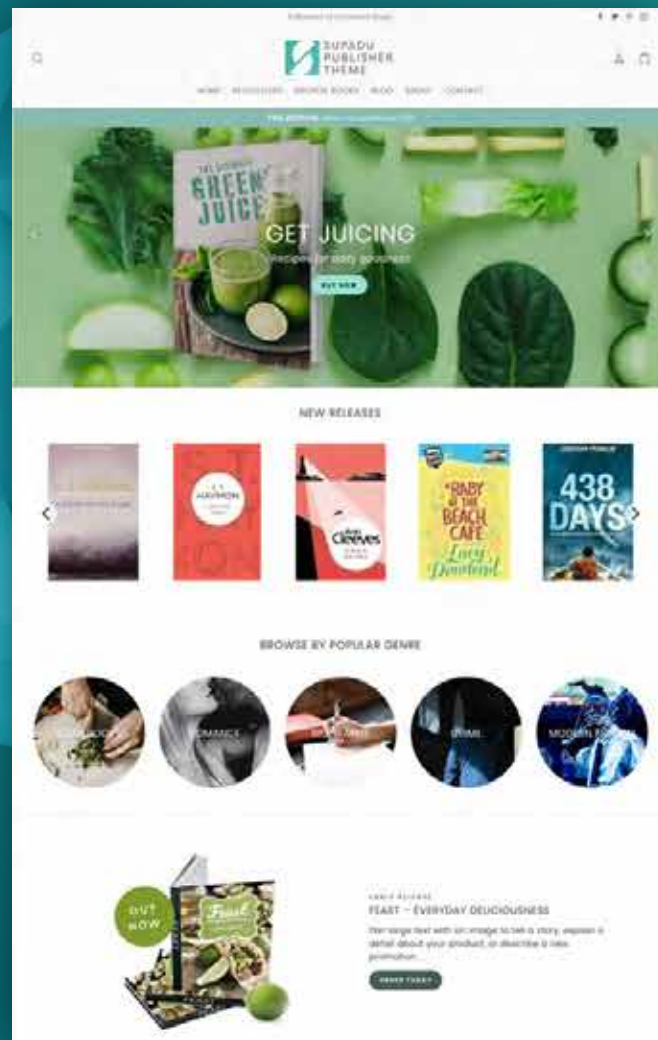
Apps and Learning Platforms



AR/VR

# supadü™

## No.1 for ONIX & data-driven websites & eStores



Our beautiful responsive WordPress & Shopify website themes are designed for selling digital & physical books

## Supadu is proven to increase product discoverability & engagement

sarah.arbuthnot@supadu.com | www.supadu.com

## Our websites & stores are dynamically updated



Publisher product data in title management

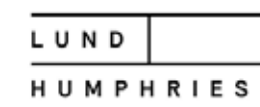


Catalog import & product enrichment through Supafolio



Feeds websites, stores, site search, social & marketing pages

## Some of our 250 Customers Trade & Academic Publishers & University Presses



# Thomson Reuters Core Publishing Solutions

corepublishingsolutions.com

## Print Solutions

100+ years in the industry makes us well equipped to deliver what you need

Our flexible and scalable printing solutions allow you to:

- Seamlessly switch titles between offset and digital runs, depending on market conditions
- Reprint short runs that have sold out of the initial printing based on actual orders
- Secure fast run times for hot title reprints or for titles delayed during the editing and design process
- Base decisions on the best production method without needing to switch facilities or vendors
- Feel confident that the same quality and production standards will apply to all of your work

## Why Choose Us?

Beginning as West Publishing in 1872, Thomson Reuters Core Publishing Solutions possesses a robust history in publishing. Today, we offer a suite of print solutions that can be mixed, matched, and ordered a la carte to meet the publishing needs of your publications, all from a single, efficient facility.

As part of Thomson Reuters, the leading provider of intelligent information for businesses and professionals around the world, we value and understand the cause of distributing information. This makes us the perfect partner to help you communicate through timely and reliable publications.

## Delivery

Make your fulfillment process more cost-effective and efficient with our supply chain solutions.

- Individual or bulk orders for your books fulfilled directly from our 500,000 square-foot warehouse
- Discounted shipping rates that can save your company thousands of dollars
- Orders are picked, packed, and sent out within 24 hours
- Returns processed daily
- API connection can be set up directly with your website for easy transfer process or a CSV file can be uploaded daily into our system
- Dedicated distribution customer service representative to handle your fulfillment program

## Inventory Solutions

Managing your inventory is one of the most critical things that publishers must do today to remain competitive in the marketplace. Our solutions will help you manage your costs by:

- Providing real-time inventory updates that are Sarbanes-Oxley compliant with an API connection between our system and yours
- Storing any number of titles in our 500,000 square-foot warehouse
- Allowing you to monitor inventory to accurately project when you should reprint and how many copies should be reprinted

## Content Management

Keeping track of the many different file types you need for each of your titles can be time-consuming. Our solutions allow you to:

- Store all of your files securely on our Kodak InSite™ system
- Easily forward any file (PDF, MOBI, EPUB) to anyone inside or outside of your organization that needs to have it

## Successful Team

Our employees are devoted to producing high-quality products for all of our customers. We ensure this success by working with our customers to make sure that we are responsive to their needs. The result of our effort improves the performance of others and anticipates our customers' current and future needs, while fostering new business opportunities.



## Eagan Office

You deserve a partner who is committed to the success of your business, but also receptive to your individual needs. To learn how our suite of services can be tailored for your success, contact us.

*At Thomson Reuters Core Publishing Solutions, we deliver superior value by providing the essential information, insight, productivity tools, and services you need to succeed. At the core of our business is the deep experience and expertise our customers rely on – every day.*

### Core Publishing Solutions



FLEXIBLE



SCALABLE



RELIABLE

Let us put our expertise to work for you.

Email us at: [cpsinfo@thomsonreuters.com](mailto:cpsinfo@thomsonreuters.com)

# PCPA

Protestant Church-Owned  
Publishers Association

## Protestant Church-Owned Publishers Association

Helping publishers serve their  
denominations by providing  
visionary leadership through the  
ministry of Christian publishing.

