

Welcome!

XanEdu: What We Can Do For You

University of Miami
February 13, 2006



Agenda

- XanEdu's Background & Approach To Custom Material.
- Order & Fulfillment Process
- XanEdu Products & Services
- Q & A
- Open Discussion Of How Xanedu Can Meet Your Needs.



XanEdu's Approach

What is XanEdu? - A custom publisher

- XanEdu was the first and is still the market-leading company to provide the most flexible and highest value solution for custom publishing in the college industry.
- XanEdu is a growing business that is making major investments in new products, acquisitions and strategic partner relationships.



XanEdu's Approach

XanEdu Understands:

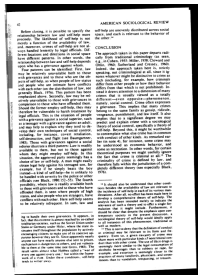
- Materials must be of the highest quality, delivered legally and at a reasonable cost.
- Dependability of service is paramount - A vendor should not only provide a great product but great service and support.
- The appeal for custom course material is flexibility and the enhancement of instructing and learning.



Quality

XanEdu's quality control process ensures the highest quality presentation of course material to students

Original Copy



Quality Control Result



- Free TOC, pagination, and bibliography
- Multiple binding options



At Your Service

University of Miami Account Team:

Account Executive

Rodney Sims

1-800-218-5971 x 6197 or rodneysims@napubco.com

Role: On campus representative focusing on business development and account strategy. Presents seminars, workshops and individual meetings regarding XanEdu products.

Account Coordinator

Scott Bulfa

1-800-218-5971 x5298 or scottbulfa@napubco.com

Role: Leads processing of all orders. Answer questions on status of CoursePack/content.



Ordering Process

- XanEdu works closely with you to determine the best process for placing orders.
- Commonly, one point of contact is identified for collecting and placing orders.
- XanEdu offers support in the form of direct faculty follow up and communication.
- Hard or soft copies of the content will be sent to XanEdu for scanning, cleaning and production.
- Re-Adopt process prevents repetitive work.



Products and Services

Services & Tools

- 100% Indemnification
- 100% Returns
- CoursePack Control Center
- Free online resources & easy-to-use CoursePack system.
- Pre-cleared content from over 8,500 publishers.
- Copyright clearance services for materials outside of XanEdu's collections.

Products

- Print Packs
- Digital + Print Packs
- Digital Only Packs
- Copley Publishing
- Original Works



Services

Indemnification Policy

- XanEdu protects Antioch against copyright infringement by legally clearing all copyrights within your CoursePacks.

Importance of Copyright Clearance

- Review Content: All content is reviewed to determine if it requires clearance or is public domain.
- Publisher Process: Publishers commonly respond to clearance requests in 6-8 weeks. Depending on the publisher.
- Content Guidelines:
 - Out-of-Print books v. In-Print books
 - Quantity – average page approvals
 - Graphs, charts, pictures, etc.



Services

Returns

- XanEdu offers **100%** returns on all CoursePacks up to 6 months after the first day of class
- Miami is not stuck covering the costs of unsold CoursePacks.



Services

CoursePack Control Center

- Online tracking tool, providing you with real-time status of your CoursePacks.
- Provides complete transparency into the CoursePack process.



Products

Print CoursePacks

- Printed CoursePacks are the traditional method of delivering supplemental readings.
- Includes Table of Content, master pagination, and bibliography.

Print + Digital CoursePacks

- Contain an access code inside the print version which allows students to also access the CoursePack online.
- Print component Includes Table of Content, master pagination, and bibliography.

Digital CoursePacks

- All of the course material is housed on XanEdu's website.
- Students purchase access via the bookstore and access the CoursePack on their own computer.



Products

Copley Custom Publishing

- Professor's own material + copyright-cleared material
- Copy editing and graphic design
- Superior quality
- Cost effective
- Personalized glossy, 4-color cover
- Editorial services



Products

OriginalWorks

- Contains all of author's original material
- Author retains control over the book's presentation and the page layout
- Author retains copyright ownership
- High quality book with a glossy cover and a perfect bind
- Assigned an ISBN



Online Demonstration

- Demonstration of our online faculty tools



Q & A

- Open discussion of any questions you have.
- Open discussion of how XanEdu can meet your needs.



Thank You!

Here is my contact information

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