

Publishing Technology expands client base in 2014

-Company crowns pivotal year with 10 per cent increase in ingentaconnect publishers-

Oxford, UK, 18 December 2014 – Publishing Technology has ended this year on a high by announcing one of its most significant achievements – a 10 per cent rise in the number of publishers choosing to host their publications on its ingentaconnect platform.

The Company signed new deals in 2014 with 27 major academic and professional publishers, including *The Society for American Archaeology*, *Peter Lang Publishing*, *The Open University*, *The Chicago Linguistic Society*, *Manchester University Press*, *Alexander Graham Bell Association for the Deaf and Hard of Hearing*, *The American Society on Aging* and *Karnac Books*, who join the list of over 250 publishers already hosting their book and journal content digitally on ingentaconnect.

The year also saw Publishing Technology welcome five new clients onto its *advance* enterprise system. *Editions Lefebvre Sarrut (ELS)* is currently rolling out the system's *Order to Cash* module across three of its subsidiary companies, while *Macmillan Distribution (MDL)* recently went live with a new subscriptions platform also running on *Order to Cash*. In addition, *Egmont Kids Media* launched its new global contracts and rights system on *advance* this month and *Peking University Press* became the latest publisher to sign up for the product suite in 2014. Further success in the Chinese market was also seen as *China Law Press* saw its installation completed, taking the number of publishers now operating with *advance* up to ten.

Two pub2web contracts were signed with new customers in the shape of *The Society for General Microbiology* and China's *Zhonghua Book Company*, while *The American Institute of Physics* and *John Benjamins* launched their sites on the custom online hosting solution. Meanwhile the Company's industry consultancy arm, Publishers Communication Group (PCG), also enjoyed notable successes working with eight new organisations to help them expand their reach, including *The American Nuclear Society*, *Book Industry Study Group (BISG)* and *Christian Science Monitor*. Finally, in addition to several major projects for Publishing Technology's long-standing Vista clients being undertaken in 2014, *F+W* has seen its extensive upgrade and streamlining of its author2reader print fulfilment systems completed this year.

It was also a year of transition for Publishing Technology as the company appointed new CEO, Michael Cairns, who subsequently expanded his management team with new hires Melissanne Scheld, Managing Director of PCG, David Montgomery, CTO, and Byron Russell, Head of ingentaconnect.

Michael Cairns, CEO of Publishing Technology, commented: "2014 has been a transformative and productive year for the business, during which we've made substantial in-roads with new and existing customers and taken major steps to ensure the continued growth for the company long into the future.

"Across the organisation we've signed major new contracts, implemented new systems with notable success and we have a healthy line-up of sales in the pipeline in 2015. We've redesigned and relaunched some of our more established products and appointed some extremely capable people to stand us in good stead for the future. I'm excited to lead the business into 2015."

-Ends-

Notes to Editors:

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Publishing Technology plc:

Publishing Technology is the world-leading provider of content solutions that transform business. We cover the publishing process from end to end with content systems, audience development and content delivery software and services. Combining our unmatched publishing knowledge, global operations and perpetual support model with our *advance* enterprise system, *ingentaconnect* scholarly portal, *pub2web* custom hosting platform and PCG (Publishers Communication Group) sales and marketing consultancy, we offer the industry's only full spectrum of solutions to help publishers move their content forward. Listed on the AIM market of the London Stock Exchange, the company operates jointly from Europe (Oxford) and North America (Boston and New Jersey), with local offices in Brazil, India, China and Australia. Assisting 400 trade and scholarly publishers for over thirty years, Publishing Technology solves the fundamental issues content providers face.

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